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President Duarte meets reporters in a San Salvador hotel bar.

## Duarte Calls Slayings Of Newsmen Accidental

By Loren Jenkins  
Washington Post Service  
SAN SALVADOR — President José Napoleón Duarte has said he is "perfectly satisfied" that the shooting deaths of four Dutch newsmen last Thursday were accidental.

In an impromptu press conference at the Camino Real Hotel Saturday, the president defended the government's official report on the killing. Television journalists at the press conference told him they feared that security forces were trying to intimidate journalists.

Mr. Duarte insisted that the four Dutch journalists were killed when they were "moving in a guerrilla area with guerrilla protection." He promised to order government forces to respect the foreign press. The president also said

he will conduct another investigation, in which journalists will be able to participate.

Saying that the government had not known the Dutch newsmen were in the area of the conflict, Mr. Duarte asked, "If you want to go where we cannot protect you, how can we protect you?"

The press conference followed the release of the government's report on its one-hour autopsy on the four journalists and an unidentified fifth man. Judicial officials said the autopsies showed no powder burns. Such burns would indicate that the men were shot at short range, as some who doubt the government's account have alleged.

The Dutch ambassador to Mexico traveled to El Salvador to make

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## French Socialists Suffer a Setback In Local Elections

From Agency Dispatches  
PARIS — France's Socialist government, in power for nine months, suffered a setback Sunday when conservative parties emerged as clear winners in national local elections.

Official results announced by the Interior Ministry said the right and center-right parties had won 1,154 local council seats out of 2,029 at stake in the two rounds of voting that ended Sunday.

The Socialists, their junior Communist partners and other leftist parties took 781 seats.

There were 94 seats still being counted with results from France's far-flung territories, extending from the South Pacific to the Caribbean, expected on Monday.

The Socialist Party leader, Lionel Jospin, told a television interviewer: "The left lost the elections. The right-wing forces were looking for revenge, mobilized better and the more dynamic side won the day."

The results reflected a clear shift in public opinion since the Socialists won the presidency and an absolute majority in the National Assembly with landslide electoral victories.

Earlier partial returns showed the worst support for Communists in years. They captured only 12.1 percent of the vote compared with the 18 percent to 20 percent they have normally won since World War II. The Socialists scored the biggest single party win with 36.5 percent of the vote but it was not enough to offset the Communists' poor showing.

With 991 of the cantons counted, the left in the government coalition took 50.39 percent of the vote against 48.03 percent for conservative forces, which held a slight advantage after the first-round vote.

The French Interior Ministry reported a record turnout of 68.4 percent compared with 67.2 percent in the first round.

In the first round, rightist parties polled 49.9 percent of the votes compared to 49.6 percent for the left. In that round, 966 seats were filled under the two-round electoral system that gives the seat to the candidate polling more than 50 percent of the vote. Where no candidate had a majority, a runoff was scheduled.

Provincial government council elections are held in half of France's cantons every three years. After the 1979 elections, conservatives controlled 51 of the 95 councils.

The new cantonal representatives will vote Wednesday in France's 95 departmental, or county, assemblies for presidents who have been given new powers through a major Socialist reform.

Another blow for the Socialists was the defeat of Communications Minister Georges Fillioud, forced into an embarrassing run-off. Seven other government ministers standing for seats were elected, including Agriculture Minister Edith Cresson.

The government was hurt last week when the dollar rose to a record 6.26 francs Thursday. It settled down to 6.24 francs Friday when the market closed only after a massive intervention of the Bank of France that cost an estimated \$1.5 billion in reserve funds.

The government also has had to contend with a controversy over the death of a Social Security director in Marseilles. René Lucet, an anti-Communist, died of gunshot wounds two weeks ago after he was fired by a government that includes four Communist Cabinet ministers. Initial reports said the death was a suicide but authorities are still investigating.



Sheikh Ahmed Zaki Yamani, the Saudi oil minister, announces Riyadh's decision to trim production by 500,000 barrels a day.

## Schmidt's Party Slips In Lower Saxony Vote

From Agency Dispatches  
HANNOVER, West Germany — Chancellor Helmut Schmidt's Social Democrats suffered heavy losses Sunday in the first of four West German state elections this year that together could be crucial for the balance of political power in Bonn.

In an election that could have repercussions in the capital and weaken the 12-year governing coalition of Social Democrats and Free Democrats, Mr. Schmidt's party won 36.5 percent, down 5.7 percent from the last Lower Saxony election of 1978 and down 10.4 percent from its vote in the state in the 1980 nationwide election, provisional final results showed.

The Social Democrats lost votes to both the Free Democrats and the Greens, an ecological party that won seats in the state parliament for the first time.

The chairman of the Social Democratic Party, Willy Brandt, said in Bonn that the results spelled "a clear defeat" and were "disappointing." The leader of the Christian Democratic Party, Helmut Kohl, said it was clear that "the real loser of this election is Helmut Schmidt."

The Free Democrats won 5.9 percent of the vote and 10 seats.

The Greens won 6.6 percent and 11 seats, the projection showed.

In 1978, neither the Free Democrats, which forms the government coalition with the Social Democrats, nor the Greens cleared the minimum 5 percent required to gain seats in the Lower Saxony Landtag, or state parliament.

Political commentators and the conservatives blamed the Social Democrats' poor showing entirely on federal politics. Mr. Schmidt's coalition government and above all his party have looked increasingly divided on key economic and defense issues.

Disillusionment with Mr. Schmidt on the left has driven many former Social Democrats to the Greens, whose success Sunday was due to a strong showing in big cities, university areas and the region around Göttingen on the East German border, where state authorities plan to build a nuclear waste dump.

The computer indicated that the Christian Democrats would get 50.7 percent of the vote and 87 seats in the 171-seat state parliament. It was the first time in the history of the state that a party gained more than 50 percent of the vote in a state parliament election.

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## OPEC Agrees To a Sharp Cut In Oil Output

By Steven Rattner  
New York Times Service  
VIENNA — The Organization of Petroleum Exporting Countries, moving to reduce the worldwide surplus of oil and bolster prices, has agreed to cut production by about 700,000 barrels a day. It was the first formal production agreement by the 13 OPEC members.

The reduction agreed upon Saturday was greater than had been expected and included a cut of 500,000 barrels a day in Saudi Arabia's production ceiling, to 7 million barrels a day.

The action, which takes effect on April 1, would reduce OPEC's daily output to 17.5 million barrels a day from its estimated current production of 18.2 million. Only three years ago, OPEC was producing 31 million barrels a day.

"This is not the end of the story," said Mansour bin Jaber, president of OPEC and oil minister of the United Arab Emirates. "We at OPEC will be ready to go on the same line if our decision today is not enough to meet the market demand."

Such tough talk, combined with the electrifying effect of the Saudi announcement, represented an intensive effort to convince the consuming world that the group had to defend its price structure, based on a \$34-a-barrel charge for Saudi Arabian light crude oil. That price was reaffirmed at the meeting.

Sheikh Ahmed Zaki Yamani, the Saudi oil minister, indicated to reporters that the \$34 price would probably stand until at least the end of 1982.

The results of the two-day session, revealed at a crowded news conference, came after statements Friday night that OPEC would cut

overall production to 18 million barrels a day. Although the group decided to cut deeper, to 17.5 million barrels, it was uncertain whether the move would bolster oil prices. Experts said that it would take some time before it became clear if the decrease was large enough.

The oil ministers indicated that they believed the slump in open market prices has resulted in a major reduction in the inventories of oil companies. In that case, they argue, temporary belt tightening by OPEC will be sufficient to ride out the glut.

A number of other experts contend that the slump has been caused mainly by a fall in demand, heightened by conservation efforts and the growth of non-OPEC energy sources. They say OPEC will find it practically impossible to maintain its prices during the coming months.

"We're just going to have to wait and see whether this is enough to work off inventories," said a Gulf Oil Corp. official who was here observing the meeting.

Many experts considered the session the most critical ever for the cartel. In addition to the decrease in production, OPEC took a number of less important but symbolically significant steps to establish its resolve. Among them were the following:

• The meeting was converted Saturday morning from a "consultative" to an "extraordinary" session, meaning that the decisions had the full weight of OPEC behind them.

• A committee made up of Mr. Oteiba and ministers from Algeria, Indonesia and Venezuela was appointed to study the situation.

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## Walesa Remains Interned As Daughter Is Baptized

Warsaw — Poland's martial law rulers kept the interned Solidarity union leader, Lech Walesa, away from his baby daughter's baptism Sunday, and screened a major television program that indicted his union movement.

Maria Victoria Walesa, who was born Jan. 27, after her father was interned, was christened by Bishop Lech Kaczmarek of Gdansk in a ceremony that attracted thousands of supporters and friends. A man identifying himself as a cousin of the Walesa family said by telephone that 30,000 to 40,000 people were outside the crowded church during the ceremony.

Horror music was played to accompany film of Solidarity debates, strikes and campaigns, while martial music heralded pictures of the government at work.

The film ended with pictures showing factories back at full work after scenes of industrial disruption, idle machinery and

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Danuta and Maria Victoria Walesa at home in Gdansk.

## 7 Arabs, 3 Israelis Hurt In West Bank Protests

From Agency Dispatches  
TEL AVIV — Seven Arabs were wounded by gunfire Sunday as Israeli troops clashed with Palestinian demonstrators, Israeli Radio said.

Three Israeli soldiers were injured by rock-throwing demonstrators, and two tourists were hurt when their bus was hit with stones, the military said.

The military command confirmed that two Palestinians suffered gunshot wounds in riots in Nablus, one was wounded in Halhoul and two were shot during unrest in the Jalazun refugee camp north of Ramallah. Israeli Radio said an additional two Arabs were wounded at the refugee camp.

West Bank mayors decided Sunday to extend their general strike another two days. The mayors said the strike, which was to have ended Sunday, is being extended to "express our opposition to Israeli repressive measures."

On Saturday, an Arab youth was shot and killed and several persons were injured when Israeli troops clashed with stone-throwing demonstrators in Al-Bireh.

As protests against new Israeli occupation measures entered their third day Sunday, troops imposed a partial blockade on the three main trouble spots, Nablus, Ramallah and Al-Bireh.

At Ramallah, a curfew was ordered after Mayor Karim Khalaf said he was resigning. A few hours later, under pressure from other

Arab mayors to retain his post, he withdrew the resignation.

The general strike was called to protest last Thursday's dismissal of Al-Bireh's mayor, Ibrahim Tawil, and the dissolution of his town council by the occupation forces.

The mayors have said the action, unprecedented in 14 years of Israeli occupation, is the first step in a campaign to unseat them all. Elected in Israeli-supervised elections in 1976, the mayors support the Palestine Liberation Organization and oppose Israel's so-called autonomy plan for the West Bank and Gaza.

Mayor Bassam al-Shaka of Nablus said in an interview that the Israelis were likely to dismiss the other mayors. "But we hope outside pressure will make them think twice," he said.

Mr. Shaka said the mayors may resign collectively "if the Israelis continue their iron-hand policy."

The civilians were appointed by Israel to take over some administrative tasks performed by army officers in the occupied territories. The mayors have refused to cooperate with them, asserting that they are part of a plan to perpetuate Israeli rule.

Army units set up road blocks at the entrances to Nablus, Ramallah and Al-Bireh, banning residents from leaving or entering between 8 a.m. and 4 p.m. A total curfew was imposed in the Balata and Askar refugee camps after demonstrators blocked roads with burning tires and pelted troops with stones.

The army used tear gas and later fired bullets in the air and at the ground to disperse the crowds. Shops and factories were closed in West Bank towns. The strike call received only partial support in smaller towns and was barely observed in the country.

Unrest spread to Gaza, where the army arrested about 40 students.



Jawbone fragments of a squirrel-like animal found on Antarctica provide support for the theory of continental drift.

## Antarctica Fossil Bolsters Continental Drift Theory

By Philip J. Hilt  
Washington Post Service  
WASHINGTON — Scientists have found bones — believed to be 50 million years old — of a land mammal in Antarctica, thereby providing the long-sought animal evidence to bolster the theory of continental drift.

The National Science Foundation, which sponsors all U.S. Antarctic work, announced the discovery Saturday. It called the find "one of the most significant scientific discoveries in recent years."

One of the long-standing puzzles of evolution has been the connection between the isolated, but obviously related, colonies of marsupial mammals in South America and Australia. If these mammals originated in the Americas, as seems likely, how then did they reach Australia?

The discovery of the three jaw pieces and several teeth fragments of a squirrel-like animal supplies an important piece of evidence for two theories: that the marsupials migrated to Australia across Antarctica when that continent was warm and habitable, and that the continents of South America, Antarctica and Australia were once joined.

Marine animals, reptiles and a variety of plants have been found in Antarctica before, showing that the land was once habitable. But until now no one has found evidence of the Antarctic marsupial that has figured in the two theories.

Scientists have sought evidence of early mammals in Antarctica for more than 60 years. In a 1931 book, geologist Lawrence M. Gould, who was second in command of Adm. Richard E. Byrd's second polar expedition, wrote that he would "rather go back to Antarctica and find a fossil marsupial than three gold mines."

The discovery was made March 7 on Seymour Island at the northeast tip of Antarctica by Sankar Chatterjee of Texas Tech University. He was one of

a team of researchers led by William Zinsmeister, a polar specialist at Ohio State University. The team also included Michael F. Woodburne of the University of California at Riverside and Rosemary Askin of the Colorado School of Mines.

The marsupial family, which includes the koala, wombats, kangaroos, opossums and smaller rodent-like creatures, is a super order of mammals distinguished chiefly by premature birth and continued development in an external pouch.

The animals are found chiefly in Australia and South America; none has ever populated Africa, Europe or Asia.

"The confirmed presence of land mammals in Antarctica clearly shows that Antarctica and South America were attached about 65 million years ago," Mr. Zinsmeister said. It was during that period that marsupials originated in South America and would have moved to what were the dense forests of Antarctica.

The animal fragments found in Antarctica were given preliminary dates of 50 million years. The marsupials in Australia date about 25 million years, which fits the time sequence for the theory of marsupial passage from the Americas to Australia.

The subsequent isolation of Australia made it possible for marsupials to evolve without competition from other groups of mammals.

The particular variety of marsupial found in Antarctica is of an extinct family called Polydolopidae, a species that lived in forests and ate leaves and berries.

The theory of continental drift, which has become the dominant view of geologists, holds that the continents were at one time connected. The continents, it is now believed, lie on movable plates of the earth's crust. Over the past 150 million years the plates have broken up, drifted apart and in some cases collided again to form the present earth.

## Journalists' Association Is Disbanded in Poland

By Dan Fisher  
Los Angeles Times Service  
WARSAW — In a move reminiscent of the aftermath of Moscow's intervention in Czechoslovakia in 1968, Poland's martial-law regime has disbanded the Association of Polish Journalists.

A commentary distributed by the official PAP news agency accused the leaders of the 3,000-member association of "openly supporting activity of extremist anti-Socialist groupings, going so far as issuing publications which contained tendentious accusations against the state authorities."

Leaders of the association, many of them Communist Party members, were sympathetic to the Soli-

darity independent trade union movement and championed the independence of the Polish media from party domination.

Nineteen association officers protested the order, issued Saturday disbanding the group, as "the last step in the unfounded and illegal repression" of Polish journalists since martial law was declared on Dec. 13.

The statement decried the "shameful and improper" process of "ideological verification" by which authorities have dismissed an estimated 1,200 to 1,500 Polish journalists. In addition, 40 journalists are reported to be among the nearly 4,000 Solidarity leaders and sympathizers still interned by the

government as potential threats to the state.

"Let the awareness that everything will be evaluated be a warning to those who believe that the time of contempt for right and honor will last forever," the association leadership's statement said.

The order dissolving the group was signed by Gen. Mieczyslaw Debicki, mayor of Warsaw, where the association is registered. It cited the alleged violation of a 1932 law on associations. The action came after several days of attacks on the group in the tightly controlled martial-law media.

The campaign has included calls for the formation of a new professional organization loyal to the Communist regime.

Polish intellectuals saw the move as the first in what they expect to be a purge of the leadership of several cultural groups. A similar purge of journalists, writers, artists and other associations occurred in Czechoslovakia after the Soviet intervention in August, 1968, as part of a return to tight control over potential sources of dissent.

Membership in such professional associations is more important throughout the East bloc than in the West. The groups are used as the channels through which governments dispense privileges and prestige to cultural figures, as well as financial assistance such as pensions, financial grants, and subsidized vacations.

## Pravda Warns of 'Double Standard' on Missiles

By Dusko Doder  
Washington Post Service  
MOSCOW — Pravda has made the first public reference here to suggestions that the Soviet Union might put nuclear arms in Cuba if the United States deploys its new medium-range nuclear missiles in Western Europe.

In a response to recent comments by U.S. Defense Secretary Caspar W. Weinberger, the party newspaper emphasized Saturday that President Leonid I. Brezhnev's speech Tuesday "contains a clearly worded warning" that if the United States carries out its plan, the Soviet Union would undertake "retaliatory steps that would put the other side, including the United States itself, in its territory, in an analogous position."

"Casper Weinberger," Pravda continued, "discussed in this connection about the Soviet Union's 'intention' to deploy nuclear missiles in Cuba. The deductions he made shall be left on his conscience."

"It is another thing that is important, however. The U.S. defense secretary threatened that the deployment of Soviet missiles in retaliation for U.S. actions or even preparation for their deployment would lead to a situation in which the United States would take every measure and undertake any steps to prevent that."

"A legitimate question arises in this connection: How should the Soviet Union react, to follow Caspar Weinberger's logic, if the United States attempts to deploy in the immediate vicinity of the So-

viet Union some 600 Cruise and Pershing-2 missiles fitted with nuclear warheads and targeted on the Soviet Union? NATO plans to deploy 572 of the missiles in Europe in late 1983 or early 1984.

Pravda's Argument

The article, headlined "There Can Be No Double Standard," also was distributed by Tass and read on Moscow television's evening news.

Western diplomats here said the main argument of the article was that if the Americans believe they have the right to install Pershing-2 and Cruise missiles in Western Europe, the Russians have the same right with respect to their ally in the Caribbean.

The Soviet leader coupled his threat with sweeping arms-control

proposals and announced that his government has ordered a halt to the deployment of its medium-range SS-20 rockets in the European part of the Soviet Union.

On the diplomatic front, Soviet officials made two unusual gestures. Foreign Minister Andrei A. Gromyko invited the Italian ambassador for a chat, reportedly to convey the seriousness of Mr. Brezhnev's proposals and to hint that Moscow has reached its limits in trying to improve the atmosphere at the Soviet-U.S. arms control talks in Geneva.

And Premier Nikolai A. Tikhonov called in the outgoing Japanese ambassador, presumably to convey the same message. Normally, outgoing ambassadors are not received by the head of government.

## Budget Budes

In Washington, after days of posturing and turmoil, the major elements of a budget compromise are beginning to emerge. A news analysis, Page 3.

## The Broker Raids

French government officials reportedly have told American executives that they regret any hostile impressions that may have been drawn from recent raids on two American brokerages in Paris. Page 5.

## Focus on Japan

A special supplement on Japan appears on Pages 7S-16S.

## INSIDE

Islamic Group Blames U.S.  
JEDDAH (Reuters) — The Islamic Conference Organization accused the United States and Western Europe Sunday of being responsible for what it called Israeli repression and terror in occupied Arab territories.

The statement cited U.S. and European support for Israeli policies and urged the Jeddah-based group's 40 members to double political, economic and military aid to the Palestinians.



# U.S. Releases More Data on Role of Outsiders in Salvador

By John M. Goshko  
Washington Post Service

WASHINGTON — The State Department has made public 11 pages of nonclassified information whose "cumulative weight" is cited by the department as proof that Nicaragua and Cuba are supplying and directing the leftist guerrillas in El Salvador.

The department did not include the classified intelligence material that U.S. officials have said was the basis for a statement by the secretary of state that the United States had "overwhelming and irrefutable" evidence of outside command and control over the guerrillas.

Dean Fischer, the department spokesman, said Saturday: "We cannot and will not make this intelligence available publicly. Were it to be released, the United States government would lose access to critical information and might well risk the lives of some brave people who believe it is important that the government of the United States know what is going on."

"A government that does not

keep secrets does not receive them," he said.

The information released Saturday consisted largely of assertions that, in most cases, contained no details about how it was obtained.

## New Material

Some of the material was new. It contained the names of Nicaraguan ships and the location of airfields in Nicaragua allegedly used in smuggling arms into El Salvador and it described a number of incidents in recent months that the department cited as evidence of these arms turning up in the hands of guerrillas in El Salvador and Guatemala.

The rest of the information was originally contained in the "white paper" on Nicaraguan involvement made public by the department a year ago, or material that has been described in testimony before Congress by such officials as Secretary of State Alexander M. Haig Jr. and Thomas O. Enders, assistant secretary for inter-American affairs.

"The purpose of this paper is

thus not to produce new revelations but to describe the general pattern of outside support for El Salvador's guerrillas," Mr. Fischer said.

Among the highlights were these accusations:

- Beginning in December, President Fidel Castro of Cuba ordered an increase in arms shipments to El Salvador in an attempt to disrupt the elections scheduled to take place there Sunday. These shipments were said to have reached "unprecedented peaks" after December.
- Since 1980, Salvadoran guerrillas have been trained in Nicaragua and have traveled between Managua and Havana on a daily air shuttle whose passenger load is so heavy that "a ticketing system is now required."
- In April and July, Guatemalan forces captured caches of guerrilla weapons, including some U.S. weapons originally shipped to U.S. units during the Vietnam War. Some of the weapons captured with the weapons bore recent customs markings from Nicaragua.

- Three Nicaraguan ships — the *Monimbo*, the *Aracely* and the *Nicaragua* — frequently carry arms and ammunition from Cuba to Nicaragua, where the arms are stockpiled until arrangements are made for their transfer to El Salvador.
- The Unified Revolutionary Directorate of the Salvadoran guerrilla groups has its command headquarters near Managua and guides planning and operations within El Salvador with "Cuban and Nicaraguan officers involved in command and control."
- Santo Salome Morales, a Salvadoran guerrilla who defected to Honduras in September, said he and 12 others had gone from El Salvador to Nicaragua in May, 1980, and from there, "They proceeded to Cuba where they received extensive military training, together with over 900 Salvadorans."
- The Papalonal airfield 23 miles from Managua was improved and lengthened and used for a time to fly cargo planes loaded with weapons into El Salvador.
- On March 3, Mr. Haig told the

House Foreign Affairs Committee that the State Department had "overwhelming and irrefutable" evidence of Nicaraguan involvement in El Salvador.

The administration has held briefings on its sensitive intelligence for select groups in Congress and for prominent former officials. Two weeks ago, it invited reporters to an intelligence briefing on aerial reconnaissance photographs that it said proved a major military buildup in Nicaragua.

The administration's problem of proving outside involvement in El Salvador has stemmed from inability to reconcile the need to give information and the resistance of the intelligence community that is concerned about endangering its sources.

It is an open secret that much of the intelligence on which the administration has based its judgments comes from intercepts of radio communications between Nicaragua and El Salvador. While that can be ascertained by reading U.S. newspapers, the intelligence community has prevailed in its insistence that a high degree of secrecy be maintained about the nature and source of the information.

That practice was maintained in the disclosures made Saturday. The documents included a description of the organization and key personnel of the leftist forces fighting the U.S.-backed Salvadoran government and a list of comments from members of Congress and former officials who saw some of the classified information and pronounced it convincing.

But the main part was devoted to "Cuban and Nicaraguan Support for the Salvadoran Insurgency."

## Angry Message

SAN SALVADOR (Reuters) — El Salvador has sent Nicaragua a message accusing the Sandinista government of hostile actions and denouncing what it called Nicaragua's unprecedented arms buildup as a leading threat to peace and stability in Central America.

The accusation was contained in a diplomatic note made public Sunday.



Japanese workers demonstrating Sunday in Hiroshima to urge an end to nuclear arms race.

## Thousands Protest Nuclear Arms at Hiroshima Rally

New York Times Service

TOKYO — In the largest anti-nuclear rally held in Japan, a crowd estimated at 200,000 by organizers and at 95,000 by police gathered Sunday at Hiroshima to call for a halt to the nuclear arms race and the abolition of nuclear weapons.

At the rally, held where the United States dropped the first nuclear bomb on Aug. 6, 1945, Buddhist monks beat gongs, folksingers entertained the

crowd, and parents and children crowded around exhibitions of photographs of the 1945 bombing.

"We should not simply lament the 200,000 who died in the bombing of Hiroshima," said Seiji Yamaguchi, a survivor of the attack, "but we should start a movement to ensure there are no future nuclear bomb victims."

As the crowd observed one minute of silence to pray for

peace, many sprawled on the ground in Hiroshima's Peace Park, lying immobile in a "die in."

Organizers, who included activists from Sohyo, the nation's largest labor group, plan more rallies this summer. They also launched a campaign to collect 30 million signatures for an appeal against nuclear weapons to be presented at the United Nations disarmament session in the summer.

# Nicaragua Arrests 18 Missionaries, Expels 9

From Agency Dispatches

MANAGUA — Government agents have arrested 18 missionaries of the Jehovah's Witnesses and expelled at least nine on charges of "anti-revolutionary activities," U.S. Embassy officials reported.

The arrests occurred Saturday and 10 of the missionaries later went to Panama City. The missionaries said 19 rather than 18 were arrested and that the other nine were going to Costa Rica.

Interviewed at the Panama City airport, the missionaries said the group included seven Americans and three Canadians. They said the others were going overland to Costa Rica and included four Americans, three Canadians, one Briton and one West German.

## 10 Ordered Out

One of the missionaries, Vern McDaniel of Omaha, Neb., said that Nicaraguan officials came to the Jehovah's Witnesses residence in central Managua and ordered 10 missionaries they found to go to the immigration department.

"Without any explanation, they took us to the airport, they put us on a Taca flight, we had an excellent flight and we are now in Panama," Mr. McDaniel said.

The Panama City airport duty officer said earlier that the 10 missionaries received 30-day tourist visas when they arrived.

They were taken to a center the Jehovah's Witnesses maintain in Panama City. Officials at the center refused comment.

Earlier, Mr. McDaniel's father Irvin said in Omaha that U.S. consular officers in Managua had called to say that his son and daughter-in-law, Nola, were flown out of Nicaragua along with other missionaries. He said the family

was told all the missionaries were safe.

The arrests came as the Reagan administration is stepping up its criticism of Nicaragua's revolutionary Sandinista government on grounds of restricting political freedom, harassing opposition forces and mistreating Indians.

Last week, Nicaragua declared a state of emergency, saying the nation was endangered by U.S.-supported efforts to weaken, and eventually overthrow, the Sandinista government. At the same time, there has been a renewal of diplomatic activity to ease the growing conflict in Central America.

The United States and Mexico agreed last week on a plan to seek new contacts with Nicaragua and Cuba in an effort to defuse the rising tension in the region, and Nicaraguan officials have met with

the presidents of Cuba, Mexico and Panama.

The Nicaraguan government announced that a Nicaraguan Moravian pastor, who had been under arrest for counterrevolutionary activities, was killed when he tried to escape from his cell in Puerto Cabezas in northeast Nicaragua.

The pastor was identified as Ofilio Teofilo Larus of Vuskil. His village is in the region where the government has relocated about 8,000 Indians amid growing discontent over the government's policies, but it was not clear whether he had been involved with Indian dissidents.

## UN to Hear Nicaragua

UNITED NATIONS, N.Y. (NYT) — The United Nations said Saturday that it would not oppose Nicaragua's request for an urgent meeting of the UN Security Council.

Mr. Kirkpatrick, the chief U.S. delegate and the council president for March, said, "It is my clear and firm intention to proceed fairly and expeditiously with Managua's request. 'It is the traditional policy of the U.S.'," she said, "not to oppose a hearing for serious questions before the Security Council."

Mrs. Kirkpatrick warned, however, that, "If there is to be a discussion of this question, we shall have a contribution to make towards that discussion." She meant that she will present the U.S. contention that the Soviet Union and Cuba are supplying arms to the Sandinista government that, in turn, is allegedly forwarding them to the guerrillas in El Salvador.

# Salvadoran Leader Calls 4 Journalists' Deaths Accidental

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his own inquiry into the death of the journalists. Some diplomats and colleagues of the dead journalists contend that the four may have been killed in cold blood after — not during — a confrontation between the army and the guerrillas.

[The acting archbishop of the Roman Catholic Church in San Salvador, Arturo Rivera y Damas, called Sunday for a deeper investigation into the deaths of the journalists, the Associated Press reported. In his weekly homily, he said Salvadorans "must condemn and lament the deaths." The arch-

bishop said journalists have the right to go to the original sources for their information.]

The autopsy report said that three of the four journalists had been shot in the head and that the fourth had been shot in the heart and lungs.

According to the report, signed by Dr. Julio Alberto Chavarria, one of the journalists died of "multiple gunshot wounds that left his skull and brain completely destroyed," another was hit by two bullets in the chest that struck his heart and lungs, a third was shot in the left eye and left leg, and the fourth was shot twice in the face.

The government said the journalists were with guerrillas who, after spotting an army patrol, opened fire, initiating a 40-minute exchange that resulted in eight dead, including the Dutchmen.

The government said three of the dead, apparently guerrillas, were buried at the scene. Two of the unnamed journalists died in the initial shooting, the government said, while two others ran down a ravine. They were cornered by the sergeant who led the patrol, the government reported, and he shot them with his M-16 automatic rifle from 25 yards.

While the autopsy report said

there were no powder burns on the bodies, one ballistics expert in San Salvador, who did not want to be identified, said an M-16 fired from more than three feet would leave only powder traces, not burns.

Such traces could be detected only by technical tests of the victims' clothing, that expert said. Such tests apparently were not made by the government.

The journalists were followed by a vehicle when they left the capital, sources said. Earlier, the four were questioned by security forces. Some observers have speculated that the four might have been set up by the security forces in an attempt to intimidate other journalists seeking contact with guerrillas.

## West German Suspects a Trap

[A West German journalist said in Managua Saturday night that he believed the Dutchmen fell into a trap and were killed by paramilitary forces, Reuters reported.]

The journalist, Armin Wertz, said at a press conference that he drove the Dutchmen to a spot where they were to meet men assumed to be leftist guerrillas. Mr. Wertz said that he "did not like the place" where he dropped off the Dutchmen because it was "too open, there were no trees and it was visible" from the watchtowers of the El Paraiso military base.

[The West German, who said he works for Stuttgart Zeitsung and Radio Free Berlin, said that the fifth man mentioned in the autopsy report was one of his contacts. Mr. Wertz said the government did not mention another of his contacts, a 12-year-old boy who led the journalists to the meeting.]

Following the deaths, several television teams have had run-ins with security forces in the countryside.

Saturday, two American freelance television reporters, working with ABC, were stopped by armed men outside their hotel as they were leaving for the airport. The two said that they were not threatened but that their driver was questioned closely. They said they would take a later flight and be accompanied to the airport by an escort from the U.S. Embassy.

More than 200 foreign journalists are in El Salvador to cover next Sunday's national elections, and extreme rightists have expressed deep resentment of the press coverage.

The day the four journalists were killed, a self-styled "death squad" issued a list of 34 foreign and Salvadoran journalists as targets for assassination. The four Dutch journalists were not on the list.

## Dutch Burn U.S. Flag

AMSTERDAM (AP) — Demonstrators protesting the killing of the four journalists lit memorial candles in front of the U.S. Consulate in Amsterdam and burned an American flag outside the U.S. Embassy in the Hague Saturday.

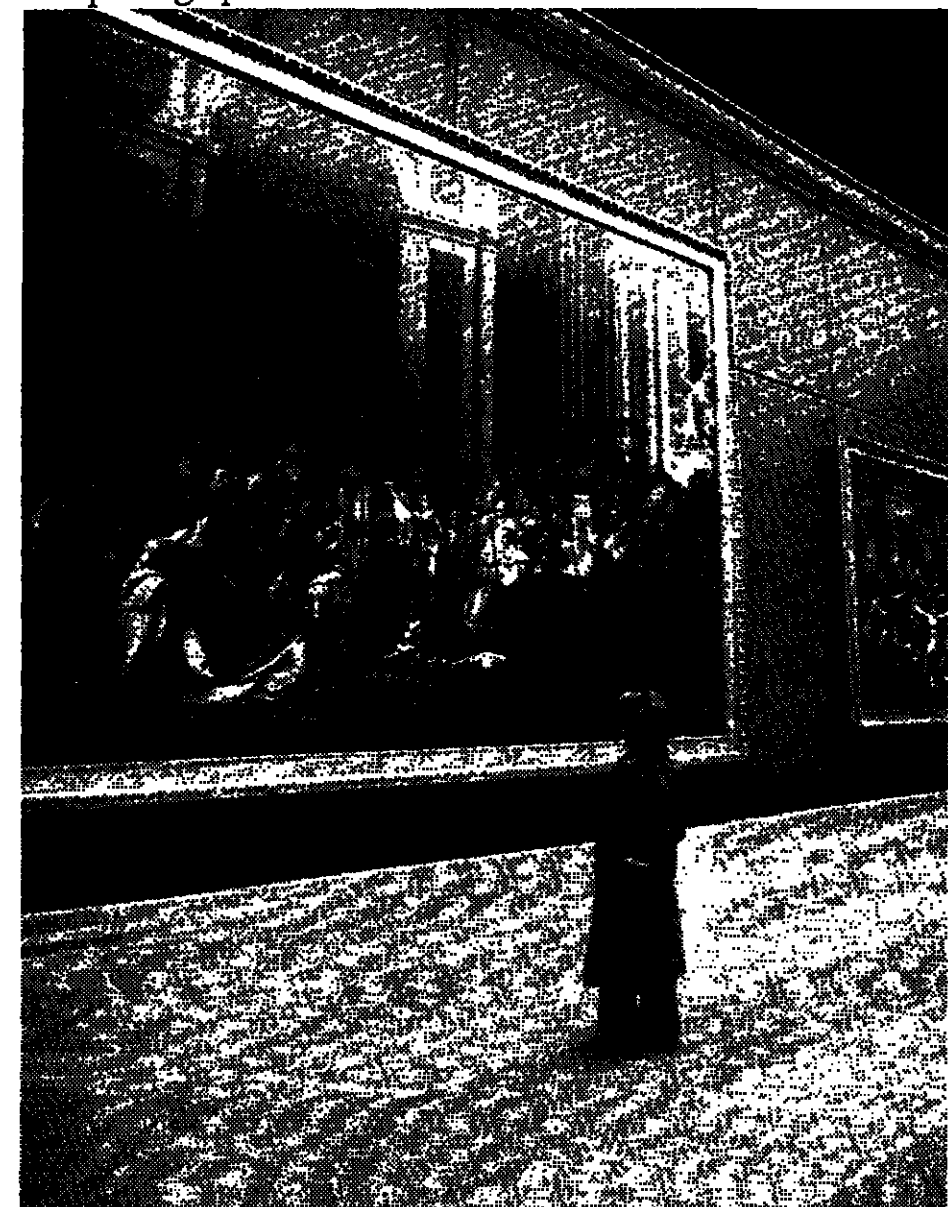
In the Hague, several hundred protesters carried a petition to the embassy urging an end to U.S. support for the Salvadoran government. When they were unable to hand it in because no U.S. officials were available, the protesters burned the flag.

In Amsterdam, protesters piled flowers at the foot of crosses set up for the journalists in front of the consulate and then lit candles. Most of the consulate's windows were shattered Friday night in a more violent demonstration.

In an editorial, the Netherlands' largest newspaper, *De Telegraaf*, citing El Salvador's record of repression, said "nobody can have trust in the official statements of a dictatorial junta."

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Save nights & weekends. Always check to see whether the country you're in has lower rates at night and on weekends. Usually the savings are considerable. Now you have the whole picture.

## Oil Bill Vetoes

WASHINGTON (NYT) — President Reagan has vetoed a bill giving him authority to allocate oil

## Walesa Child Is Baptized

(Continued from Page 1)

strikes during Solidarity's 400 days as the Soviet bloc's only officially recognized free union.

Mr. Walesa was shown several times. The commentator said at one stage that he was no longer the same man who had led the Gdansk shipyard strikes of August, 1980. He had become "a man driven by political ambition," the commentator said.

The criticism of Mr. Walesa, regarded by the Communist establishment before the crackdown as a moderate, was the personal attack the Polish media has made on him, observers said.

Authorities refused to allow Western correspondents to travel to Gdansk for Sunday's christening. All accounts of events there were obtained by telephone.

## 'Lech, Lech'

The crowd outside the church shouted, "Lech, Lech, give us back Lech," and "Victoria, Victoria," according to witnesses. Police did not intervene.

Danuta Walesa, Mr. Walesa's wife, was clearly angered and disappointed by her husband's enforced absence. She claimed that Stanislaw Gosciniak, the minister of trade unions, had personally pledged that her husband would be allowed to attend the baptism.

Witnesses said there was a discreet police presence on roads leading to the church, a temporary wooden structure on the site of an old fire.

But they said there were no big parades in the immediate vicinity of the church. Residents, contacted from Warsaw by telephone, said Gdansk was quiet.

"Everyone raised their right hands when the godparents recited the baptismal oath," a nun who was present said. "I have never seen anything quite like it. Its symbolism was not lost on anybody."

# WORLD NEWS BRIEFS

## Vietnam Attacks Cambodia Villages

Washington Post Service

BANGKOK — Vietnamese troops, pressing their current dry-season offensive in Cambodia, have overrun at least two strongholds of the main non-Communist resistance group battling Hanoi's three-year-old occupation of the country, diplomatic and resistance sources said Sunday.

The Vietnamese thrust against a cluster of four villages collectively known as Sokh Sann represents a potentially major blow to the Khmer People's National Liberation Front, led by former Cambodian Premier Son Sann. The villages are located in southwestern Cambodia across the border from Thailand. In recent weeks the Vietnamese have pushed farther north to take several positions from Communist Khmer Rouge guerrillas who make up the bulk of the Cambodian resistance.

After the main attack on Sokh Sann began with heavy shelling March 16, at least 3,000 villagers took refuge on the Thai side of the border, Western diplomatic and military sources said.

## Malaysian Election Is Set for April

United Press International

KUALA LUMPUR — Parliament will be dissolved March 29 clearing the way for an early general election in April, Prime Minister Datuk Seri Mahathir Mohamad announced Sunday. He said campaign rallies will be banned in the election.

The ruling 10-party coalition National Front has an electoral mandate until 1983, but party sources said Mr. Mahathir called an early election to seek his own mandate. He succeeded the retiring Datuk Hussein Onn last year. The ban on public rallies is a restriction imposed after rallies during the 1969 general election erupted into Malay-Chinese riots.

## 5 Rebels Killed in Tehran Clashes

The Associated Press

BEIRUT — Five anti-government guerrillas died in clashes with supporters of Ayatollah Ruhollah Khomeini Sunday, and the aging Iranian leader announced he was taking a 10-day rest from official duties, Tehran radio reported.

Ayatollah Khomeini, 81, delivered an address over Tehran radio Sunday in which he reviewed the events in Iran since Islamic fundamentalists overthrew the late shah in February, 1979.

The radio reported Revolutionary Guards raided a hideout in a north Tehran neighborhood where anti-government guerrillas of the Mujahidin Khalq battled the guards Sunday morning.

## Pakistan Tightens Curbs on Protests

Reuters

ISLAMABAD, Pakistan — Pakistan's military rulers tightened restrictions Sunday on public protests amid signs of growing unrest.

In a series of announcements, the authorities banned for the next two months all processions in the country's second largest city, Lahore, where about 20,000 schoolteachers demonstrated for higher pay last Thursday.

They also banned a political leader from addressing the Karachi Bar Association and issued a decree setting up special tribunals to try certain offenses.

## EEC Leader Accuses Britain of Greed

Reuters

BONN — Gaston Thorn, the president of the European Economic Community Commission, accused Britain in a radio interview broadcast Sunday of national egoism and greed.

Mr. Thorn, a former premier of Luxembourg, said on Southwest German Radio that Britain was showing no solidarity and endangering the community in claiming for itself as much, if not more, than it put into the EEC budget.

He was commenting on a British demand for rebates on payments due to the EEC. London has said the EEC payment requirements fall to reflect Britain's relative economic weakness.



## Election-Year Politics Bring Budget Standoff

White House and Both Political Parties Play for Time on a Compromise

By Martin Tolchin  
New York Times Service

WASHINGTON — If the White House, the Democrats in Congress and the Republicans in Congress are to reach a budget compromise, "everybody's going to have to stick their feet in the water at the same time," says Rep. Richard B. Cheney of Wyoming, chairman of the Republican Policy Committee.

After days of posturing and turmoil, the major elements of a budget compromise began to emerge last week on Capitol Hill. They were almost lost amid the pronouncements of "patent" and "deadlock," the proliferation of alternative budgets and the chaos of continuing strategies.

Election-year politics had made everyone, the White House, the Democrats and the Republicans in Congress, afraid to make the first move, and the result was an elaborate stand-off. Each deferred to the others, fearful of antagonizing constituents to no purpose with a cost-saving proposal or a new tax measure that might be rejected.

Each side feels time is on its side. The White House believes its hand would be strengthened by an expected economic upturn this spring, which would revive President Reagan's popularity and alleviate the need for either a tax increase or a reduction in military spending.

Congressional Democrats and Republicans also feel they will get more concessions with the passage of time.

"Obviously the Democrats aren't going to negotiate until they think they're going to get something out of it," said Sen. Robert J. Dole, Republican of Kansas, chairman of the Finance Committee.

From the outset, congressional leaders of both parties were united in rejecting Mr. Reagan's budget because they considered the

projected \$91.5-billion deficit unacceptable. High Republicans especially could not conceive of campaigning for re-election after voting for the largest deficit in history.

At first, Republicans focused on reductions in social programs, including the benefits programs, while Democrats focused on military spending and new taxes. Now there is an emerging bipartisan consensus that all those

### NEWS ANALYSIS

elements must go into any budget plan, but no one wants to go first, especially without the imprimatur of Mr. Reagan.

"There's a lot of paranoia left over from the scars of last year," said Rep. Leon E. Panetta, Democrat of California, recalling the Democrats' unsuccessful efforts to negotiate a compromise with the president on the budget and tax plans.

This year the Republicans have encountered the same problem. No sooner did Sen. Pete V. Domenici, the New Mexico Republican who is chairman of the Budget Committee, propose an alternative budget than Mr. Reagan went to Albuquerque to assail such alternatives as "political documents designed for saving certain legislators' political hides rather than saving the economy."

The president's outbursts have done nothing to encourage the formulation of a bipartisan budget. Neither has his insistence that he will neither reduce military spending nor raise taxes.

But both Republicans and Democrats in Congress remain committed to the view that they must adopt a budget that sets spending priorities and targets. Consequently, they have

begun behind-the-scenes negotiations in an effort to lower the deficit.

The sessions have been productive. The Democrats have indicated they would be willing to bite the bullet on Social Security and other benefit programs, provided the initiative came from the White House.

But the word from the White House is that any proposed reduction in Social Security benefits would have to come from Congress. Mr. Reagan was pilloried last year when he proposed a reduction in Social Security benefits. He now says any such reduction must await the recommendations of a study commission, expected to issue its report late this year.

Congressional Republicans, meanwhile, have agreed in principle on the need to cut the increase in military spending as well as on the need to raise taxes. But they, too, are reluctant to formalize their position without assurances that they will be accepted by the White House.

For the present, therefore, the Republicans continue to fear being attacked about the poor, while the Democrats fear being labeled soft on the military and overly eager to raise taxes. That is why David A. Stockman, director of the Office of Management and Budget, urged the Democrats to bring to the conference table "a solemn commitment that emergency measures taken for the good of all Americans in May will not become the objects of partisan exploitation in November."

Congressional Democratic leaders have pressed for a summit conference on the budget, with participants including Mr. Reagan and the bipartisan congressional leadership. Indeed, there is little hope of a compromise until all three parties get involved in negotiations, either over a conference table or indirectly. Most people on Capitol Hill believe that could not happen until after next month's Easter recess.



Col. Jack R. Lousma, left, and Col. C. Gordon Fullerton, the shuttle astronauts, arriving in Cape Canaveral for launch.

### Shuttle Countdown Is on Schedule For Today's Start of 7-Day Mission

Los Angeles Times Service

CAPE CANAVERAL, Fla. — Both the space shuttle Columbia and its latest set of astronauts were pronounced in good shape for a seven-day mission beginning Monday. The countdown was proceeding smoothly through the weekend, pointing toward a liftoff at 4 a.m.

Jack R. Lousma, 46, a Marine colonel and the commander for the third test flight of the Columbia, and C. Gordon Fullerton, 45, an Air Force colonel and the mission pilot, arrived at the Kennedy Space Center here Saturday. The two are scheduled to make 115 orbits before landing March 29 on the White Sands Missile Range in New Mexico.

"We've come a long way," said Col. Lousma, after flying a T-38 jet trainer aircraft from the Johnson Space Center in Houston to Cape Canaveral. "And we've got a long way to go. We're ready and Columbia is ready."

Col. Lousma and Col. Fullerton are to subject the Columbia and its systems to the most demanding tests yet. The craft will be turned toward and away from the sun, first to overheat its tail section and then, a day or so later, to undercool that same part. The purpose is to see how well equipment located there, including 6,000-pound thrust maneuvering engines, perform at temperature extremes that vary by more than 200 degrees.

### Nominee for U.S. Envoy to Pretoria Favors 'Peaceful Change' in S. Africa

New York Times Service

WASHINGTON — Herman W. Nickel, President Reagan's nominee to be the U.S. ambassador to South Africa, has told a Senate confirmation hearing that he favored "peaceful change" in southern Africa, but his support of Reagan administration policies in the region drew criticism from two church-related groups.

The Senate Foreign Relations Committee is expected to vote Tuesday on Mr. Nickel's nomination.

Mr. Nickel, a former Time magazine correspondent and a former member of the board of editors of Fortune magazine, said Friday that revolutionary change in the region would provoke a "major crisis for our allies and ourselves and risk turning Africa into a theater of confrontation for the major powers."

He said a policy of "constructive engagement," using U.S. economic involvement as a means of influencing South Africa, was the preferred way of ensuring peaceful change in the region.

Willis H. Logan, director of the Africa Office of the National Council of Churches, questioned whether Mr. Nickel would have the respect of black residents of South Africa. And Jean Sindab, executive director of the Washington Office on Africa, another church group, criticized Mr. Nickel for his commentary on the positive effect American businesses could have by remaining involved in South Africa.

## 7,000 Rejoice at Rally Of New S. Africa Party To Assert Apartheid

By Joseph Lelyveld  
New York Times Service

PRETORIA — Andries P. Treurnicht, the dissident Afrikaner leader who was removed from the governing National Party several weeks ago, drew one of the largest political crowds that white South Africa has seen in years for the founding during the weekend of his new political party.

About 7,000 people jammed a cavernous pavilion at a fairground here Saturday, rising repeatedly to their feet in thunderous applause as Mr. Treurnicht reasserted the traditional apartheid ideology that Prime Minister Pieter W. Botha has been reinterpreting and, in the opinion of rightist diehards, diluting.

"We reject the idea of an open society," the former clergyman declared, "and we oppose all political pressure to enforce integration in the social and political spheres and to bring about multiracialism in South Africa."

Break Over 'Power-Sharing'

Mr. Treurnicht had been a Cabinet member and the leader of the governing party in the Transvaal, the most important of South Africa's four provinces. His break with Mr. Botha last month was over the issue of whether the party's policy could be stretched to countenance "power-sharing" with the two smallest groups of nonwhites, the persons of mixed race, who are called coloreds, and with South Africans of Indian descent.

The Transvaal leader took the view that this would open the way to power-sharing with the black majority, which accounts for more than 70 percent of the total population. He was then stripped of his leadership position — after Mr. Botha forced a confrontation in the provincial committee that runs the Transvaal branch of the National Party — and expelled from its parliamentary caucus, along with 15 supporters.

But on Saturday, Mr. Treurnicht was able to demonstrate that his popular support in the Transvaal was far greater than the backing he had managed to muster within the apparatus of the governing party.

Clear Battle Lines

Since becoming prime minister, Mr. Botha has never drawn a crowd that approached, in either size or enthusiasm, the one that his rival addressed here. It broke into deafening, rhythmic applause as Mr. Treurnicht inscribed himself as the first member of the new party, the name of which will be the Conservative Party of South Africa.

Speakers representing other right-wing splinter groups announced that they would do the same. The widow of Hendrik F. Verwoerd, the prime minister who fashioned the apartheid doctrines that Mr. Treurnicht now supports, sent a telegram of support. But former Prime Minister John Vorster, who backed Mr. Treurnicht against Mr. Botha on the issue of "power-sharing," did not attend.

Also missing was the leadership of the extremist Herstigte National Party, which won one-third of Afrikaner votes in the Transvaal in last year's general election.

The likelihood now is that there will be three strong rightist parties, including the governing party, competing for Afrikaner votes in the next election.

## U.S. Arms-Cost Estimate Rises \$114.5 Billion

By David Wood  
Los Angeles Times Service

WASHINGTON — The ultimate cost for a major portion of the Reagan administration's military buildup is expected to be \$114.5 billion higher than estimated three months ago, the Pentagon has reported.

Defense Department officials said that the cost increase, for weapons to be purchased over the next 15 years, is already reflected proportionately in the administration's proposed \$257.5-billion budget for next year.

The projected \$1.5-trillion cost for the military over the next five years.

The officials, who briefed reporters Friday, put the eventual cost of 44 approved weapons systems at \$569.4 billion. They said this revised estimate took into account plans to purchase more weapons than were reflected in a similar report three months ago.

Congress requires reports four times a year on the estimated total costs for weapons programs. The new report was the result of the first complete annual programing and budgetary cycle by the

Reagan administration, and as such reflected the cost of increased purchases of planes, tanks, ships and missiles that the administration has ordered.

### New Inflation Estimates

In addition, the report released Friday took into account new estimates of the effects of inflation during the next 15 years, which Pentagon economists expect to be higher than previously anticipated.

The officials, who briefed reporters on the condition that they not be identified, suggested that previous cost-estimate reports to Congress had not been completely accurate. "These reports are always more accurate around budget time," said an official, explaining the sudden increase in estimated costs since the last report was issued in December.

The increased purchases of weapons planned by the administration are substantial, and have not yet been detailed completely in public. According to the cost estimate released Friday, for example, the administration program calls

for purchases over the next 15 years of nine more guided missile frigates, 3,350 additional Tomahawk nuclear cruise missiles, 930 more ground-launched nuclear cruise missiles, and 630 more F-15 fighter aircraft.

If the study had not considered the effects of inflation and decisions to purchase more weapons, the officials said, the 15-year cost estimate for the 44 weapons systems would have shown an increase of \$9.4 billion, or 4.8 percent, during the past three months. They said this increase was mainly attributable to engineering changes in the weapons.

They said \$15.9 billion of the increase reported Friday was due to a decision to use a higher estimate of inflation than has been used in previous estimates. The new inflation estimates range 1 or 2 percentage points above previous evaluations for 1983-1987.

The officials said they were not ready to release new cost estimates of two of the most controversial weapons projects, the B-1 bomber program, previously estimated at \$39.8 billion, and two new nuclear-

powered aircraft carriers, previously priced at \$6.8 billion. But they said both program costs were included in the total of \$569.4 billion.

Among programs with exceptionally high cost increases reported by the Pentagon Friday were the following:

• The F-14 fighter program, which increased from \$12.2 billion to \$35.8 billion, mostly reflecting a decision to buy 336 additional aircraft.

• The Tomahawk missile program, which tripled in price from \$3 billion to \$9 billion, reflecting an increase in quantity, higher costs for engineering and testing, and higher inflation rates.

• The F-15 fighter program, which more than doubled in price, from \$15.3 billion to \$40.5 billion because of increased quantities, higher prices for spare parts and additional engineering.

• The F-16 fighter program, which doubled from \$20.3 billion to \$40.9 billion because of increased quantities and "estimating refinements."

## Californians Take Lead in Shunning Draft Call

By Jay Mathews  
Washington Post Service

PASADENA, Calif. — David Wayne has gone further than most of his West Coast contemporaries in opposing draft registration.

He demonstrated in front of a Santa Cruz post office. He sent President Reagan a letter declaring his defiance of the law. He dropped out of college to devote more time to the draft-resistance effort.

But as one of California's more than 100,000 nonregistrants, Mr. Wayne has helped create a sociological — and perhaps political — phenomenon that has Selective Service officials here scrambling. As of last Oct. 1, only 51.2 percent

of 18-year-old men in the nation's most populous state had registered for the draft — far below a 77-percent national average and lower than any other state or the District of Columbia.

"We maybe are a bunch of free liberal thinkers here in California," said Keith Lamb, head of the state Selective Service program, after the figures, based on census and registration data, came out.

"I think California has a tradition of dissent," said Mr. Wayne, who faces a penalty of up to five years in jail and a \$10,000 fine.

Of 7.1 million 18- to 21-year-old Americans required to register, 925,000 had not done so as of February, according to the Selective

Service. But the abundance of no-shows in California has so stunned state officials that last month Gov. Edmund G. Brown Jr. issued a warning of the criminal penalties involved, and Selective Service officials launched an energetic public campaign.

A spot-check at 20 Los Angeles post offices showed that since the publicity campaign got under way, the average daily registration has been climbing from 34 to 150 for each post office. But the state's registration rate is still expected to lag behind the nation's.

Coming a close second to California in the percentage of nonregistrants was the District of Columbia, where only 53.9 percent of

18-year-olds had registered as of Oct. 1.

Bill Smith, a Los Angeles attorney who co-chairs the Committee Against Registration and the draft, said the District's low rate of registration to its large black community, where, he said, draft resistance is very strong.

### Publicity Blitz

California's low percentage of registrants, he said, may stem not only from the long history of opposition to the Vietnam War in the state, but also from an unusually well-organized draft-resistance campaign in the state's major cities.

Joaquin Matias, 18, said many of his fellow seniors in high school had ignored the public appeals to register. "They joke around and say they will fly to Canada," he said. "A lot of them just don't take it seriously."

"Maybe lack of parental guidance does impact on it," said Col. John Abrahamson, western regional manager for the Selective Service. But he said the major problem had been not a "lack of a sense of purpose or responsibility, but that large urban areas are hard to penetrate media-wise."

The Selective Service's publicity blitz, which included Spanish-language broadcasts in California's large Hispanic community, has begun to close the gap, Col. Abrahamson said, although new figures will not be available until at least April.

Even among older registration-age men such as Mr. Wayne who have had a long time to register, California lags behind the national rate: 84 percent of men born in 1960 compared with 91.6 percent nationally, for example.

A Justice Department spokesman said 150 letters warning of the consequences of failing to register had been sent to persons such as Mr. Wayne who have made public announcements or written letters to the government identifying themselves as registrant resisters. The Justice Department will need, however, President Reagan's authorization to launch through Social Security records the names of thousands of other nonregistrants.

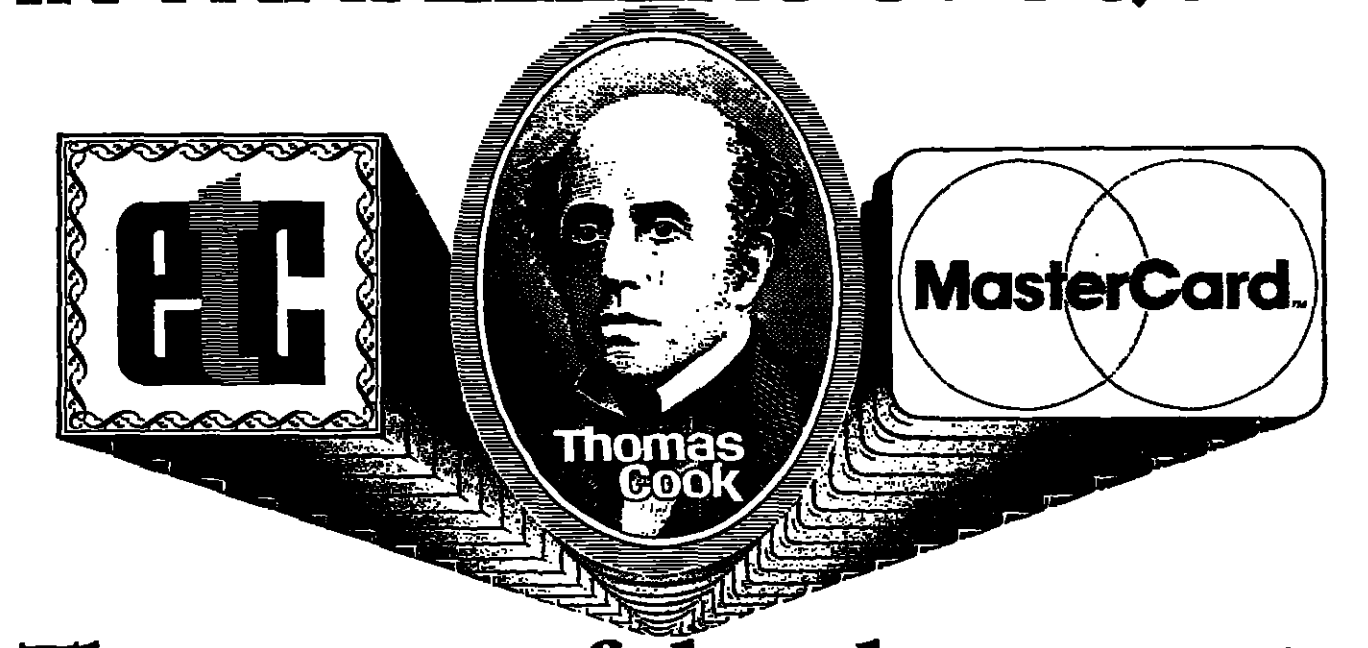
### British Railway to Ban Smoking in Diner Cars

The Associated Press

LONDON — Smoking is to be banned in all restaurant and buffet cars on Britain's railways within the next few weeks, after a six-month trial in the western region last year, the state-run network said Sunday.

Bars in the refreshment cars will continue to sell cigarettes and cigars, but they may only be smoked in the dwindling number of smoking cars. These now make up about 40 percent of long-distance trains and 25 percent on commuter lines.

## THE NEW ALLIANCE IN TRAVELLERS CHEQUES



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## French Policeman Slain by Gunmen

The Associated Press

BAYONNE, France — A French policeman was mortally wounded and another seriously injured when their car was shot at by three gunmen over the weekend.

Police said the three men attacked the police car with submachine guns as it was leaving a hotel in St. Etienne-de-Baigorry, 40 kilometers (48 miles) from Bayonne, on a routine patrol early Saturday.

The police were members of a squad brought in recently to increase frontier surveillance in the Basque region.



From what is known so far, the answer is almost certainly no. The match between the symptoms and known effects of the toxins is far from perfect. The toxins detected are present in such minute amounts that the possibility of a lethal dose being delivered to a

ASA: In offering conclusions on the basis of half-digested evidence, the State Department risked placing itself in a false position as well as precluding discovery of whatever agents are indeed being used against the populations of Laos and Cambodia. The administration is about to release a report on chemical warfare that may clarify and extend what it knows about yellow rain. Should it fail to do so, the wise course would be to appoint a panel of outside experts competent to make sense of the available evidence, and direct the search for more.

THE NEW YORK TIMES.

All of the foregoing only seems to prove what we regard as the newly emerging Rule of the Anecdote. Its invariables are these: The story itself will turn out to have some-

**TEHRAN** — The National Bank founders today had a long audience of the Shah on the subject of the loan. They promised to provide the money within a few days. In the debate on the finances at today's sitting of the Assembly, the president said the revenue from taxation many years ago, when everything was exceedingly cheap, amounted to £700,000. Now that the population had increased, commerce developed and prices risen, the revenue should have gone up to at least 20 times the former figure. What, he asked, was the explanation, and where did the money go? At this point the members of the new Cabinet, with the exception of the war minister, entered the hall and were presented to the Assembly.

WASHINGTON — Legalization of 4 percent beer will be favorably reported by a subcommittee of the Senate manufacturers committee, it was revealed here. The subcommittee issued a stinging indictment against speakeases, declaring they are breeders of contempt of law and that they would be driven from existence if the manufacture and sale of beer was legalized. The report also charged that prohibition had brought wholesale crime and drunkenness. Dry leaders are confident that the entire committee will defeat the report, but the wets maintain that in view of the desperate financial plight of the government, many drys will vote for the measure as a means of producing revenue.

"But the atmosphere in which those relations are conducted is another matter. For example, Hungary has always paid its debts, and we are not in the same category at all as Poland. We believe we are a good credit risk, yet we see some circles acting more cautiously than before on the question of further loans, and we must conclude that they take their lead from governments."

A test for Hungary will come when its application to join the International Monetary Fund and the World Bank comes before the IMF governors in Washington in the next two or three months. Romania is already an IMF member. Hungary's application constitutes an important step in its long, careful process of economic liberalization and normalization of monetary relations with the West.

Will the United States block the applica-

True, too, the Hungarians have never attempted the technique of Ceausescu, loudly proclaiming a line different from Moscow's on many foreign-policy issues. The Hungarian game has been much more subtle, tinged with memories of how the Soviets crushed

"Here in Hungary, Kadar has done just the opposite. He knows that he cannot possibly influence the Soviet Union in foreign policy, even if he wanted to try, so he plays close to the Soviets in order to gain more room for maneuver with his program of internal liberalization and reform."

No wonder Hungarians worry out loud that U.S. policy might bring them, their economy and their reforms back into the suppressive embrace of Moscow.  
©1982, Los Angeles Times.

on its feet. This offer was scornfully refused by airwaves to the cynical rebel yell of the insurgents. Nothing was done by the U.S. when Castro cut off all possibility of payment of legitimate commercial debts to the United States, leading private U.S. business to begrudgingly cut off credit to old and trusted Cuban customers. Castro interpreted this as the U.S. desire to wreck the Revolution. The U.S. then meekly accepted the confiscation of close to \$1 billion in assets and only much later started to react defensively by banning trade with the island.

By common usage, "military" indicates a person aggressively dedicated to a cause. The Irgun was in fact a terrorist gang, one of whose notable accomplishments was the massacre of 250 men, women and children in the Arab village of Deir Yasin on April 9, 1948, five weeks before the outbreak of the Arab-Israeli war of the year.

J.M. BRADLEY,†

The Bjorn family adjusted to this turn of fate with the cheerfulness characteristic of South Succotash. Lars filed for \$143 a week in tax-free unemployment benefits. His wife Mathilde answered a magazine ad to address envelopes at home. The two Bjorn children — Sean, 8, and Buffy, 7 — bicycled out to the Burger King at Succotash Plaza to apply for work. They were under the misapprehension

Unaccustomed to television lights, Lars' eyes began to tear. The cameraman, sensing poignancy, moved in for a close-up. Lars stammered for a moment: "I-I-I'm not important. I'm not news. We're doing okay. Watching a little TV, fixing things up around the house. Went down to the bank yesterday, for old times' sake, but there wasn't anybody to talk to, just those funny machines."

That evening, the Bjorn family decided drastic action was needed. Mathilde wanted to call the governor. Sean and Buffy suggested getting in touch with Spiderman. But Lars decided to write the president, saying, "I read in the papers that Mr. Reagan only works three hours a day, so he'll have time to read my letter."

Shortly before dawn, Lars climbed out of the bathroom window, shinned down the drainpipe and crawled to the nearest mailbox. The letter he sent read:

"Dear Mr. President: I'm being held under house arrest at my home in South Succotash. I haven't committed any crime. I'm a good Republican bank teller who just happened to lose my job. Now the media won't leave me alone."

Two days later, Ronald Reagan read Lars Bjorn's letter right before giving an interview in Oklahoma. The rest is history.

This is one of the problems of any president. Policies that may look good from Washington, D.C., for the nation as a whole may be intolerable in Washington, Pa., or Washington, Ind., or Succotash, R.I., which happens to be in Washington County.

Not for the first time, Reagan

***Tight Corners***

Reagan is very good at getting out of tight corners, having had so much experience. Any day now, he will probably be proclaiming that succotash is his favorite vegetable. But in fairness, he is raising some

Reagan is very good at getting out of tight corners, having had so much experience. Any day now, he will probably be proclaiming that succotash is his favorite vegetable. But in fairness, he is raising some important questions about the reporting of public affairs in this country that the media should not ignore.

Is the media — that offensive word — being fair? Is it concentrating too much on what goes wrong at the local level and ignoring the general interest of the nation? Is it focusing on policies — as Reagan thinks it should — rather than on personalities? Is it giving politicians more praise than they deserve and more blame than they can bear?

In short, is the media paying enough attention to the fundamental questions of nuclear arms control, economic stability and the hunger and torment of the majority of the human race — which the president now has to deal with — or is it merely grumbling about the

particularly difficult for reporters and editors to accept his advice to "trust us" in implementing an economic and foreign policy that is questioned not only by the media but by many of his own allies.

Even so, the newspapers and the radio and television networks should not complain when they are asked to consider whether there is a conflict between their traditional ways of reporting the news and the government's responsibilities of trying to maintain the peace at home and abroad.

I believe that the journalistic

Most of the dominant figures in U.S. television journalism now, such as Dan Rather, Roger Mudd, John Chancellor, Harry Reasoner, and Bill Moyers, came out of the little towns of America and learned their craft in the county courthouses and police courts of America.

They were taught what we call "police-blotter reporting." That is, they learned to report not the usual but the unusual, not what was

This is not to say that Reagan is right in asking the media to "trust us," or as Lyndon Johnson used to say: "I'm the only president you have, so, why don't you get on the team?" If we had followed that, Kennedy's disaster at the Bay of Pigs, Johnson's deceptions in Vietnam and Nixon's crimes at Watergate would have been innord

It is only to say that, Anton's principle that "power corrupts" applies not only to the power of government, but also to the power of the press, and that one day the media, now concentrating on "investigative reporting" — a redundant phrase — should apply the principle not only to Reagan but to itself.

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## Pope Assailed by Chinese Church For His Statements on Persecution

By Christopher S. Wren  
New York Times Service

PEKING — China's officially sanctioned Catholic Church leadership has issued an angry personal attack on Pope John Paul II, accusing him of "vicious slander" and blasphemy in asserting that Chinese Catholics were being persecuted.

The attack, which was circulated as a statement Saturday by the Chinese press agency, was intended to rebut the pope's request that Roman Catholics around the world pray on Sunday for persecuted Chinese Catholics.

"This is a vicious slander based on false testimonies and to 'pray' for such a fabrication constitutes an insult to the All Mighty (sic) God. The Chinese Catholics will never tolerate this," the statement said.

"Honest Catholics in other countries who know the facts will not allow themselves to be hoodwinked by this little trick of Pope John Paul II."

The pope prayed Sunday for Chinese Catholics in a special two-hour Mass that was broadcast live to Asia by Vatican Radio, Reuters reported from Rome. The pope, who gave communion to about 100 Chinese religious and lay persons, prayed for the "brothers and sisters in China" whose faith had been tested over the years through

"diverse experiences and sufferings," Reuters said.

The Chinese statement threatened unspecified retaliation if the pope continued to talk about religious persecution in China. "The Chinese Catholics want to make it clear that there is a limit to their patience. We will launch a counter-attack if Pope John Paul II does not call a halt to his false testimonies and accusations," it said.

The press agency reported that a leading Chinese bishop, Yang Gaizhan, issued the statement Friday on behalf of three Catholic organizations that are recognized by China's Communist Party, which espouses atheism. These are the Administrative Commission of the Catholic Church in China, the Bishops' Conference of the Chinese Catholic Church and the Chinese Catholics Patriotic Association.

Their statement purported to represent the views of all Chinese Catholics, but it could not have been published without the approval of even collaboration of the government, which objects to any suggestion of religious intolerance in China.

The official press agency called the statement an expression of Chinese Catholic "indignation" over a series of "extremely unfriendly moves" by the pope.

The local Chinese church has refused to submit to the authority

of the Vatican since it broke away during the 1950s in order to survive under the Communist regime that had recently come to power. Other differences have since deepened the schism. The Chinese church still allows Mass to be said in Latin, which few younger Chinese understand.

It also submits to the strict birth-control policies imposed by the state. The local church further supports the government's objections to the diplomatic ties that the Vatican has with Taiwan.

Dissident Catholics loyal to the Vatican have in turn split off to form an underground movement of worshippers. Their number is unknown.

The latest confrontation started developing last November when police in Shanghai arrested the Rev. Zhu Hongshan and several other elderly Jesuit priests who had served long sentences in labor camps for trying to maintain links to the Vatican. The priests are still apparently in jail.

Alluding to those arrests, the statement said: "We deem it a good thing to bring these pharisees to justice to purify the church. The Chinese Catholics support this measure by their government."

The reference to a "counter-attack" raised a possibility that the Chinese church might support stiff punishment for the priests.



The Rev. Ian Paisley, wearing a button on his coat saying "No Pope," told supporters at a rally Sunday in Oxford, England, that the May visit by the pope was based on "falsehood and deceit."

## Plans for Papal Visit Unaffected By Protestant Protests in Britain

By R.W. Apple Jr.  
New York Times Service

LONDON — Organizers of Pope John Paul II's coming visit to Britain have refused to change his schedule despite demonstrations by militant Protestants in Liverpool and a threat of further outbursts.

"One cannot shut one's eyes to the serious difficulties," said Liverpool's Roman Catholic archbishop, Derek Worlock. "But the good sense and faith of the vast majority is such that we will be able to maintain the pope's program. After all, this is meant to be a visit of reconciliation."

He said the pope's remarks and actions "will remove some of the misunderstandings and fear that have created this hatred."

Two weeks ago, Archbishop Worlock and the archbishop of Canterbury, Robert Runcie, the spiritual leader of the Anglican church, were jeered and booed when they tried to speak in a church in Liverpool within 48 hours of each other.

"Selling Us" to Rome

Archbishop Runcie had to abandon his talk because of the demonstrators, who contended that he was "selling us down the road to Rome" by asking the pope to speak in the Anglican cathedral at Canterbury and Liverpool.

Many of the demonstrators were drawn from a Protestant extremist organization known as the Orange Lodge, which has links to militant Protestants in Northern Ireland. Richard Roberts, the lodge's grand master, met with senior churchmen after the demonstration for what were officially described as "constructive discussions," but he said later that his organization was drawing up plans for further protests.

The Rev. Ian Paisley, the militant Protestant leader in Ulster, issued a statement supporting the 100 or so demonstrators, many of whom wore orange sashes. He said that Archbishop Runcie had "betrayed the Protestant Reformed Church" and said that "his treachery must now be brought home to him, the nation and the queen." Queen Elizabeth and the head of the Anglican Church.

There is opposition to the visit, scattered but nonetheless intense, in many other places besides Liverpool and Northern Ireland. (This line of Protestants held rallies Sunday in England and Scotland to protest the visit, Reuters reported. At Ayr in Scotland, 3,000 demonstrators gathered to protest the visit.)

In Oxford, the Rev. Paisley told about 200 protesters that there could be no peace with the Catholic Church and that they should

fight the dangerous sympathies of the archbishop of Canterbury. He said arrangements for the pope to meet Queen Elizabeth and to be received by the government showed the "base of falsehood and deceit on which this visit has been organized."

Protestant "Bastion"

"Britain has always been the bastion of the Protestant religion," said the Rev. George Ashdown, a spokesman for the foes of the visit said recently. "That is why Rome knows that the pope's visit is so important."

He said that if Catholics "can seduce the House of Windsor, if they can repeal our bill of rights,

then the anti-Christ is home and dry."

"But God may yet intervene to stop his coming," he said. "He may yet send us another Cromwell or Wesley."

The pope will visit Britain from May 28 to June 2. He is to spend less than a day in Liverpool, arriving there on the afternoon of May 30 and leaving the next morning. But his schedule calls for him to speak in both of the city's cathedrals — one Anglican, the other Roman Catholic — and to ride in a motorcade through the chronically depressed Toxteth section, scene of some of the worst of the rioting last summer.

## Refugees Mark 'Afghanistan Day' But Factional Feuding Continues

From Agency Dispatches

NEW DELHI — Several hundred Afghan refugees marking "Afghanistan Day" protested Sunday at the Soviet Embassy against the occupation of their homeland, but the demonstration was marred by squabbling between factions.

The Afghans burned a Soviet flag, listened to speeches and shouted, "Down with [Soviet President Leonid] Brezhnev!" In Afghanistan, Radio Kabul said in a broadcast monitored in New Delhi that about 200,000 anti-American protesters gathered at the U.S. Embassy in the Afghan capital Saturday and denounced "cowboy" President Reagan's "Afghanistan Day" propaganda.

The radio said the demonstrators denounced U.S. "plots, designs, vicious propaganda" and broader "American imperialism, Chinese chauvinism and Pakistani militarism." There was no independent verification of the size of the demonstration.

Bickering, Cursing

The protest in New Delhi briefly erupted into bickering and cursing among Afghan community leaders and their supporters. Some groups supported fundamentalist Islamic forces while others argued for a more Westernized, Socialist political philosophy for leading the resistance against the Soviet troops. About 500 people participated in the rally.

In Pakistan, where 2.6 million Afghan refugees have fled, special radio and television programs were broadcast. "American imperialism, Chinese chauvinism and Pakistani militarism" were denounced. The rebel organizations generally applauded the declaration of March 21 as "Afghanistan Day" but one major group said mere

condemnation of Soviet actions was not adequate and appealed for material support.

A major rebel organization, the Islamic Unity of Mujahidin in Afghanistan, which is made up of seven fundamentalist groups, issued a declaration regretting that the international community was a "silent spectator" of events in Afghanistan.

## Offensive in Chad Reportedly Fails

Reuters

NDJAMENA — Chad government troops have suffered a serious setback in fighting against rebel forces led by Hissène Habré, informed sources say.

The government forces sustained heavy losses of men and equipment when they tried to recapture Oum Hadjer, a key town in eastern Chad, during a two-day assault starting March 13, the sources said Saturday.

The government in the capital has made no statement about the fighting, although President Goukouni Ouedde has been at the front for the past three weeks in command of the campaign. But officials admitted privately that their troops had failed to recapture Oum Hadjer.

Maroc Visits Saudi Arabia

BAHRAIN — President Ferdinand E. Marcos of the Philippines arrived in Saudi Arabia Sunday for a state visit that could lead to fresh efforts to resolve the Moslem autonomy issue in his country. Saudi Arabia heads a committee set up in 1977 to help bring peace to the southern Philippines, where Moslem rebels have been fighting for self-rule for almost 10 years.

Charges of Torture

To support charges of torture, a copy of a widely circulated leaflet was handed to a reporter visiting an office of one of the Christian groups. It describes the case of 32-year-old Cho Sung Woo, who is serving a nine-year prison sentence. The leaflet said half of Mr. Cho's body was paralyzed after beatings during interrogation.

Christian activists have also demanded better government treatment of workers, who are virtually prevented from organizing under martial law legislation issued by Mr. Chun in late 1980. There are unions in South Korea, but the dissidents say they are company unions or labor organizations led by puppets of the authorities.

A key issue from now on, according to Christian dissidents, is whether the government will permit the churches to reorganize groups such as the Urban Industrial Mission. This worker-education group, a Protestant effort, was a target of attack under Mr. Park in the late 1970s.

## French Aides Regret Impression of Ill Will In Raids on U.S. Firms

By Axel Krause  
International Herald Tribune

PARIS — Government officials have said they regret any impression of hostility toward foreign companies that may have been created by recent raids on the offices of two U.S. brokerage firms here, authoritative sources have disclosed.

"We never intended to single out foreign or U.S. firms, and this was the impression created, it is regrettable," a senior French official said in an interview Friday. Similar statements were conveyed to U.S. Ambassador Evan G. Galbraith by the French budget minister, Laurent Fabius, during a telephone conversation two weeks ago and in later conversations between senior ministry officials and Merrill Lynch executives, U.S. and French sources said. The Budget Ministry oversees French customs operations.

"Somewhat Conciliatory"

The raids by customs authorities were made Feb. 25 on the Paris offices of Merrill Lynch and Shearson/American Express. American businessmen in Paris decried the manner in which the raids were made.

"While not apologetic for what happened, the Mitterrand government has been somewhat conciliatory, hopeful of easing some of the tensions and possible damage created by the incident," a senior diplomatic official said.

Operating in separate teams, more than 30 agents in civilian clothes accompanied by several uniformed policemen seized or photocopied documents, files and other materials in the firms' offices. Agents cut off Merrill Lynch's telephone service for several hours. A customs official confiscated the address book of a Shearson executive at his home.

Meanwhile, separate investigations into the firms' activities by

French customs officials are continuing, executives of the firms said. But no complaints have been made over possible violations of restrictions on overseas financial transactions by residents of France.

"Very Unpleasant"

"We have no idea what they are looking for, possibly hidden Swiss accounts," said an executive of one of the firms, "but the investigation is going on routinely, and although it was very upsetting at first, our business is settling back to usual."

As part of their protest, U.S. business and banking leaders in Paris complained to Mr. Galbraith, a former investment banker in New York, London and Paris.

Mr. Galbraith was particularly concerned about the effect of the raids on the climate in France for foreign investment, which the Mitterrand government has been seeking to improve. The ambassador conveyed that message to Jacques Delors, minister of the economy and finance, and to Mr. Fabius, but it was not intended as a diplomatic protest, French and U.S. sources said.

Damage to Policy

Other U.S. businessmen, lawyers and diplomats generally said they believe that the incident will not be forgotten quickly and that any further raids could be even more damaging to the government's effort to attract foreign investment.

Several French and foreign banks and investment firms also have been raided in recent weeks. But business sources said they could not recall any other raids on American firms in more than 20 years.

There was continuing speculation in Paris that the initiative for the raids came from leftist union members in the customs service, but French government officials declined to comment. "Our investigations are continuing, and for the time being there is nothing new to report," an official said.

## Laker Sets Aside Idea for Airline

The Associated Press

LONDON — Sir Freddie Laker has announced that he has shelved the idea of starting a "people's airline" to replace his Laker Airways, which went into receivership last month.

Instead, he said at a news conference Saturday, he is setting up an aviation consultancy business with Roland W. (Tiny) Rowland, head of the British conglomerate Lorch. Sir Freddie said the new venture, Sir Freddie Laker Ltd., will deal with such matters as arranging aircraft leasing and business travel.

He said the change of plans was not due to a lack of money but to "red tape." It would have taken months to regain rights to the old Laker Airways routes from the Civil Aviation Authority, Sir Freddie said.

## Vice President Reported To Quit in Bangladesh

United Press International

DACCA, Bangladesh — Bangladesh's vice president, Mirza Nurul Huda, has resigned and asked President Abdus Sattar to choose a replacement by March 28, sources said Sunday.

Mr. Huda, 70, said he decided to quit because of a campaign against him by members of the ruling Bangladesh Nationalist Party, the sources said. Meanwhile, Mr. Sattar was reported to be contemplating changes in his administration, to stabilize the political atmosphere and to avoid imposing martial law.

## Russians Reported to Assure India Of Help in Meeting Military Needs

By Stuart Auerbach  
Washington Post Service

NEW DELHI — The Soviet defense minister, Dmitri F. Ustinov, has promised that Moscow would help India meet any threat arising from U.S. arms sales to Pakistan.

March Ustinov, who led the largest and highest-ranking military delegation the Kremlin has ever sent outside the Eastern bloc, ended a six-day visit to India on Saturday. Before his departure, he beamed as he answered a question on future Soviet weapons sales to India.

"Everything will be all right, be sure," he said.

G.K. Reddy of the Hindu newspaper, one of the best-informed Indian journalists on diplomatic and defense matters, reported Saturday

that the Russians have offered sophisticated equipment at reduced prices and soft credit terms to India.

Although the Indian government has tried to downplay the Ustinov visit, there has been wide speculation among non-governmental Indian military analysts and diplomats in New Delhi that his mission was to convince India to forgo its announced plan to diversify its arms supplies by buying Mirage-2000 jet fighters from France.

Whether Marshal Ustinov was successful remained unclear on Saturday. An Indian cancellation of the French deal, in which a preliminary letter of intent has been signed, could cause a breach in relations between India and the Socialist government of French President Francois Mitterrand. One of

Mr. Mitterrand's special advisers, Jacques Attali, was in India to meet leading Indian officials during the Ustinov visit.

Nonetheless, as Mr. Reddy's report indicated, it appears likely that the Indians will be getting additional Soviet arms in the future, even if New Delhi continues with the Mirage deal.

Mr. Reddy noted that there is no longer a gap between the Soviet military equipment and that being offered to India by other countries. Moreover, India no longer has to beg the Russians for advanced weapons systems, he added, since "Moscow is offering them. It is for India to pick and choose from the whole range of the latest Soviet-made equipment."

Among the new weapons the Russians are reportedly ready to sell India are the T-82 tank and the MIG-27 Flogger tactical strike fighter that is reputed to be equivalent to or better than the Mirage-2000.

Any new purchases would follow a \$1.6-billion, Indian-Soviet arms deal in 1980 that has been reported to be worth three to four times more because of pricing and financing concessions made by Moscow.

Since then, however, the Indians have sought to diversify their arms supplies by buying Jaguar jet fighters from Great Britain and submarines from West Germany.

The diversification appears to be an important element in the foreign policy of Prime Minister Indira Gandhi. She has emphatically denied in recent interviews that India is pulling too close to the Soviet Union because of the arms supply relationship and Moscow's intervention in Afghanistan.

Furthermore, the United States is known to have told Mrs. Gandhi that the more India acts truly non-aligned, the more understanding its views will get from the Reagan administration.

## Spanish Gold Chain Found

The Associated Press

KEY WEST, Fla. — An underwater-salvaging concern has recovered from the wreck of the 17th-century Spanish ship *Atocha* a 24-in. (61-centimeter) gold chain set with rubies, emeralds and pearls.

The concern, Treasure Salvors Inc., said Friday that the chain will be added to a company exhibit of artifacts.

## Christian Dissidents Challenging S. Korean Leader on Rights Issues

By Henry Scott Stokes  
New York Times Service

SEOUL — For the first time since he took power nearly two years ago, President Chun Doo Hwan is facing some organized opposition.

It comes from Christian dissidents who played an important role in creating the climate of unrest in which his predecessor, Park Chung Hee, was slain in 1979 by the chief of the Korean Central Intelligence Agency.

Mr. Chun's hold on power appears to be secure, but he is responding warily to requests by the Christian dissidents for small, new prerogatives.

Recently, at talks with church leaders, he agreed to allow prayer meetings to be resumed at set headquarters of the Korean National Council of Churches, once a center of resistance to Mr. Park. Such meetings had been banned there since 1979. But Mr. Chun permitted only biweekly meetings, not the weekly sessions that had been requested.

2 Key Issues

Christian dissidents have begun to challenge the 51-year-old leader on two key issues. They are demanding an end to what they denounce as the torture of political prisoners, and they are calling for a revision of labor laws that virtually prevent workers from organizing.

Leading dissidents in Seoul in-

clude the Rev. Park Hyung Kyn, a moderator of the Presbyterian Church who has been jailed five times, and Mrs. Park Yong Kil, the wife of the Rev. Mun Ik Hwan, a jailed theologian.

Cardinal Stephen Kim, the senior Roman Catholic prelate in South Korea, and the Rev. Kim Suk, former head of the Protestant National Council of Churches, are among the important sympathizers with the dissident cause in Seoul, though they are not in the front ranks of those taking action.

The dissidents, who are said to number about 2,000, are viewed as an intellectual elite among the 6 million Christians in South Korea's total population of 38 million. The dissidents have greater political influence than members of the large Protestant fundamentalist churches.

Growing Confidence

A sign of the growing confidence of churches was a recent call by the Justice and Peace Commission, a Catholic human rights group, for the release of political prisoners.

Another was a series of demands by Protestant groups in the National Council of Churches after an amnesty on March 3 resulted in the release of only 15 of the more than 400 political prisoners.

The Protestants, in a statement issued on behalf of the families of those still in custody, called for the

unconditional release of all political prisoners. It also urged the government to take steps to ensure that the "brutal torture" of political offenders is halted.

In addition, the statement said that the government should take responsibility for the medical treatment of what it described as tortured political prisoners "in grave condition."

Charges of Torture

To support charges of torture, a copy of a widely circulated leaflet was handed to a reporter visiting an office of one of the Christian groups. It describes the case of 32-year-old Cho Sung Woo, who is serving a nine-year prison sentence. The leaflet said half of Mr. Cho's body was paralyzed after beatings during interrogation.

Christian activists have also demanded better government treatment of workers, who are virtually prevented from organizing under martial law legislation issued by Mr. Chun in late 1980. There are unions in South Korea, but the dissidents say they are company unions or labor organizations led by puppets of the authorities.

A key issue from now on, according to Christian dissidents, is whether the government will permit the churches to reorganize groups such as the Urban Industrial Mission. This worker-education group, a Protestant effort, was a target of attack under Mr. Park in the late 1970s.

## WORLDWIDE ENTERTAINMENT

PARIS

### LES 2 MEILLEURES SOIREEES DE PARIS

NOUVELLE REVUE COCCORICO !

20h30 Diner dansant champagne et revue

335 F

22h30 Revue et 0h30 champagne

230 F

PRIX NETS/SERVICE COMPRIS

NORMANDIE 116 bis av. des Champs-Élysées 563 11 61 et agences

PRESENTE

MOULIN ROUGE

20h00 Diner dansant champagne et revue

335 F

22h00 Revue et 0h00 champagne

230 F

ALON MARTIN Place du Théâtre des Nations 069 02 14 et agences









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# JAPAN

A SPECIAL SUPPLEMENT

## 'Technopolis' Concept Developed for the '90s

By Donald Kirk

**TOKYO** — Picture a prototype "new town" of the 1990s. It's called a "technopolis," and it may be the next step in mankind's technological and cultural evolution into the 21st century.

"It's a town," say the perspicacious planners at the powerful Ministry of International Trade and Industry (MITI), "in which industry, academia and living environment are harmonized." Fusing the latest high-tech manufacturing techniques with facilities for research in idyllic surroundings, a typical technopolis would enable men and women to fulfill themselves on the job and at home — and still pursue a range of social interests.

much larger than those customarily used for measuring and positioning pieces, while the robots that make the parts would have the power not only to do as they're told but reach decisions. "We need robots sensitive to light, weight and size," said Norikazu Matsuda, estimating that 10 percent of those now made in Japan are the "intelligent" kind. With a population of 15,000 "programmable" robots, said Kanji Yonemoto, executive director of the Japan Industrial Robot Association, the number should climb to 800,000 in a decade.

Beginning in the 21st century, (Continued on Page 13S)

## Japan's Auto Production in 1981

Company	Total Production	Domestic Sales	Export
Toyota	3,220,000	1,493,000	1,716,000
Nissan	2,582,000	1,144,000	1,438,000
Toyo Kogyo	1,176,000	382,000	794,000
Mitsubishi	1,095,000	516,000	579,000
Honda	1,055,000	334,000	711,000
Suzuki	580,000	433,000	136,000
Daihatsu	472,000	314,000	148,000
Fuji (Subaru)	470,000	230,000	240,000
Isuzu	69,000	39,000	30,000
Nissan Diesel	44,000	21,000	23,000
TOTAL	11,220,000	5,095,000	6,074,000

There are slight differences between production and sales figures because of stock levels.  
\* Isuzu is principally a truck manufacturer, building only about 100,000 passenger cars a year, while Hino and Nissan Diesel build commercial vehicles only.

## Suzuki Presses Major Effort to Ease Friction Caused by Trade Imbalances

By Ken Ishii

**TOKYO** — Despite early doubts and criticisms of ineffective leadership, Premier Zenko Suzuki remains in control of Japan's affairs after 18 months in office. But whether his Liberal-Democratic party will vote to give him another term in November depends on his performance in the months ahead.

Three major issues preoccupy the Suzuki administration. These are defense, on which Washington wants Japan to spend more, trade frictions over Japan's ballooning trade surplus with the United States and the European Economic Community, and administrative and fiscal reform aimed at reducing government waste and balancing the budget.



Premier Zenko Suzuki

government that their efforts are not appreciated.

Mr. Suzuki himself declared in a recent television interview (Feb. 23) that "the United States suffers from a great misunderstanding" in its interpretation of Japanese moves. He said that Americans "do not understand conditions in Japan," and added, "We are concerned that the situation will worsen if protectionist measures are taken in the name of reciprocity."

A few days later, Chief Cabinet Secretary Kiichi Miyazawa, also referring to a bill before the U.S. Congress requiring reciprocal conditions for bilateral trade, called it "a mistaken idea." He declared that Japan was increasing its market accessibility "at the sacrifice of our own national interests."

reform on which he has repeatedly stated he stakes his political career.

By these reforms, the premier has promised to reduce government spending to the point where the budget will be balanced by the end of 1984 without resorting to covering deficits through national bond issues.

The problem is, the Special Commission charged with hammering out reform proposals has yet to spell out details, which makes it impossible to know whether they will serve their budget-balancing purpose. Although minor reforms recommended in the commission's first report last year were approved, other issues such as defense and trade, plus (Continued on Page 8S)

## Auto Industry Looks Homeward

By John Hartley

**TOKYO** — With factories operating at full production, showing big profits and posting record production figures, Japan's auto industry seems to be on top of the world.

Yet its executives are continually talking of crises and problems. So is Japan's biggest export industry threatened, or is this very awareness of future problems the key to Japan's success?

Certainly, the Japanese auto industry's success in export markets has led to threats of a political nature, and it must be admitted that the automakers have been tempting providence for some time in the way in which they have increased exports. On the other hand, the transformation that led to Japan's becoming the strongest force in the world's auto industry took place very quickly. Consequently, the executives are wary of moving too fast, especially as they expect General Motors to re-emerge from its current problems strong enough to take their sales away in many markets.



Philip Caldwell

to the "cold wind of protectionism" these days, and it is clear that this is the main barrier to more growth. Last spring, the Japanese government agreed that the auto industry would voluntarily restrain exports to the United States. This deal represented a cut of about 7 percent in sales last year, with the export levels for this year and next depending on the size of the U.S. market.

In addition, Japanese auto companies have limited their exports to Britain under an informal agreement for about five years now, so that they have an 11-percent share last year, Canada, Belgium and the Netherlands all requested cuts in the levels of Japanese imports, and generally these were heeded.

Both the government and private industry are involved in an unremitting drive to break through to new frontiers...

At present, though, the Japanese automakers, with the exception of some of the smaller ones, are very profitable, and are still expecting growth this year. Toyota and Nissan now each build more cars than Ford does in North America, while Toyo Kogyo (Mazda), Mitsubishi and Honda are all building more than 1 million units a year.

Thus, total industry figures are impressive: Last year, Japan produced 11.1 million vehicles, and this year it plans to build 11.7 million. That is an increase of only 4.6 percent, but 1981 showed a slight

increase over 1980, whereas manufacturers in the United States and Europe were experiencing a production slump.

But the big difference about this year's predictions is that the automakers are expecting most of the growth to come from the Japanese market, with exports increasing by only 1 percent. Japan exports more than 50 percent of its output, and over the last few years its exports have increased sharply, so this attempt to boost domestic sales is timely.

At the same time, despite the industry's hope that car sales in Japan will increase by 7-8 percent this year, an increase of 3-4 percent is much more likely. Therefore, sales campaigns will be aggressive, and Daihatsu, Isuzu and Fuji (Subaru) are likely to find the going tough.

That attempt to improve sales in Japan reflects the tightrope that the industry is walking. It is still looking for substantial growth, but its exports to the main markets are limited, for a variety of reasons.

Industry executives often refer

development effort in certain sectors is higher than in the United States," said Keiichi Sato, an economic analyst at the Japan Society for the Promotion of the Machine Industry, a broad field that accounts for nearly one-third of overall industrial output. Among other targets of unremitting research, he observes, are robotics, large-scale integrated circuits, small computers and consumer electronics — most spectacularly, video-tape recorders.

While drafting blueprints for the first technopolis, MITI is also sponsoring oil-drilling projects — in deeper water than ever conceived by offshore oil interests — for extracting more and higher-quality products from increasingly heavy, high-sulfur-content crude oil and for capturing and recycling "urban waste" ranging from plastics to paper to tin cans in a single system. The areas of study are numerous.

From the viewpoint of rapid mass production of small products, one of the more interesting ideas envisioned at MITI is a small factory run by computers and laser beams. For example, a chunk of metal enters a computerized processor and goes through an assembly line in which lasers cut, weld and shape the metal. Want to change the product line? Depending on how the computer is programmed, you might get anything from a home appliance to a child's toy.

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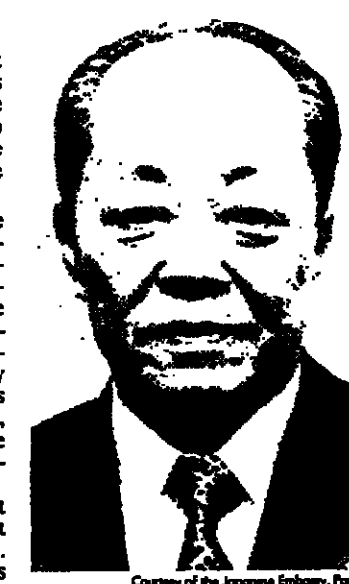
The defense debate has passed its peak, at least as far as discussions between Tokyo and Washington are concerned. The Liberal Democrats have settled for a 7.75-percent increase in the 1982 defense budget, an amount that United States officials believe is still far less than the effort required to bring Japan's defense capabilities into line with its economic strength and ease Washington's burden under the U.S.-Japan security treaty.

frictions piecemeal. With pressures from the deluge of Japanese goods throughout the world now reaching the exploding point, it has fallen on the Suzuki government to initiate what represents the first major, coordinated effort involving all branches of the administration.

Japanese officials firmly believe they are moving as fast as they can considering the complexity of their task. They resent charges of foot-dragging, which may have been true in the past but which they feel no longer apply now. This places Mr. Suzuki in the awkward position of having to reduce trade barriers at a pace that will satisfy Japan's trading partners while restraining growing annoyance among Japanese both in and out of

Trade Imbalance

Japanese like to point out that high United States interest rates and a lack of aggressiveness on the part of foreign businessmen to penetrate the Japanese market are as much responsible for the trade imbalance as anything else.



Kiichi Miyazawa

But seen from Tokyo, the 7.75-percent figure is enormous. Japanese public opinion does not view the Soviet threat in the same light as Americans or Europeans. A global approach to security remains alien to lingering insular attitudes. In this context, Mr. Suzuki's approval of the increase was, in the words of one supporter, "an act of courage," and more so since it was made in the face of severe hold-downs in increases in government outlays for education, welfare and other vote-getting programs. It has left Mr. Suzuki open to accusations of yielding to American pressure at the sacrifice of the public interest, and to charges of setting the stage for a revival of militarism which, however unfounded, makes good political capital for the leftist opposition.

Trade Issue

Recently, however, the defense question has been overshadowed by the trade issue. Although most everyone recognizes that improving access to the Japanese market as demanded by Japan's trading partners will not alone redress the trade imbalance to any significant degree, Japanese officials know that they must take substantial measures to remove hindrances to trade or face retaliatory action.

In the past, Japanese governments have sought to resolve trade

It is certain that the trade issue will command Mr. Suzuki's continuing attention through the remainder of his term. Excessive acquiescence to U.S. and EEC pressure would antagonize the vested-interest groups on which the Liberal Democrats depend for support. By not moving as far and as fast as Japan's trading partners want, there is the risk of exacerbating the very tensions that Japanese reforms were intended to reduce.

Important as the trade issue is, it is unlikely at the moment that it will have as much impact on Mr. Suzuki's political fortunes as his conduct of domestic affairs, particularly the administrative and fiscal

## Shaping Up a Lopsided Economy

By Gregory Clark

**TOKYO** — A simple statistic, buried in the pile of data spewed forth lately by Japan's many economic agencies, tells clearly the dilemma facing Japan's economy. In 1981, manufacturing and mining production rose by a modest 3.1 percent. But almost the entire amount of this increase was fueled by a 12.1-percent increase in exports. Domestic demand rose by a mere 0.1 percent.

In other words, except for exports, Japan would have registered almost no increase whatsoever in the production of industrial goods last year. For a nation that likes to think of itself as moving relentlessly up and up on the industrial ladder, that boasts by far the largest share of the world's industrial robots, this is a fairly serious situation — particularly as it is not clear that Japan cannot hope to keep its present level of export surpluses forever.

Foreign Trade by Commodity Group									
(US\$ million)									
Year	Total value	Foodstuffs	Raw materials	Mineral fuels	Manufactured goods	Light industry products	Heavy and chemical products	Special classification	
1965	8,452	344	252	30	7,778	2,692	5,241		
1970	19,818	648	352	48	18,770	6,135	13,981		
1973	35,916	841	716	92	34,891	6,016	29,333		
1974	55,536	846	1,188	248	52,443	7,459	45,641		
1975	55,753	760	874	221	53,164	7,220	46,410		
1979	103,032	1,207	1,268	355	99,087	11,966	87,662		
1980	129,077	1,508	1,469	504	124,650	15,786	109,567		
1965	8,169	1,470	3,221	1,626	1,835	254	1,581		
1970	18,881	2,374	6,877	3,902	5,633	1,043	4,590		
1973	38,314	4,009	12,239	8,327	11,556	4,168	7,408		
1974	62,110	8,122	14,779	24,895	14,541	4,460	10,081		
1975	57,863	8,815	11,660	25,641	11,521	3,514	8,007		
1979	110,672	14,415	22,196	45,286	27,133	8,912	18,221		
1980	140,528	14,666	21,760	69,591	30,568	8,725	21,943		

1) Including animal and vegetable oils and fats.  
Source: Ministry of Finance.  
Source: Bureau, Office of the Premier

New Frontiers

The urge to break through to new frontiers — conceptually, technologically and in terms of quick production and profits — inevitably involves both industry and government, which often encourages and funds initial research.

While drafting blueprints for the first technopolis, MITI is also sponsoring oil-drilling projects — in deeper water than ever conceived by offshore oil interests — for extracting more and higher-quality products from increasingly heavy, high-sulfur-content crude oil and for capturing and recycling "urban waste" ranging from plastics to paper to tin cans in a single system. The areas of study are numerous.

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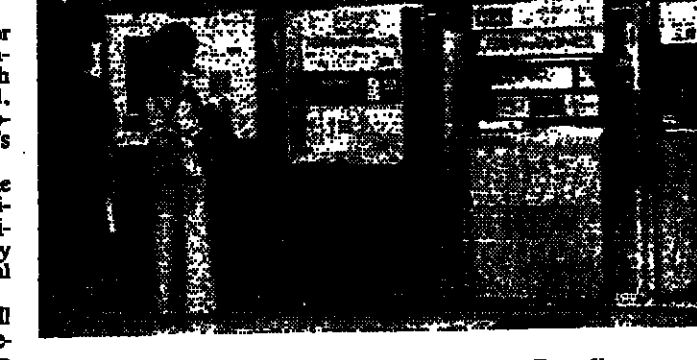
## Banking: Sweeping Changes in New Law

By Robert Y. Horiguchi

**TOKYO** — Overhauled for the first time since 1927, Japan's revised bank law, which goes into effect on April 1, promises to bring about profound changes in the country's financial establishment.

The new law updates the ground rules governing the triangular rivalry between the privately run banks, the security houses and the governmental postal savings system.

For the first time, banks will be allowed to engage in over-the-counter trading and dealing in government and public bonds — a prerogative hitherto reserved to the security houses. And banks will be able to go on a five-day work week, which they were previously prohibited from doing.



FAST-MOVING ACCOUNTS: Automatic tellers dispense money in Tokyo.

Foreign bank operations also will be affected by new regulations, based on the revised law, which are now being drafted by the Ministry of Finance. These rules reportedly propose to treat foreign bank branches like Japanese institutions. There are 70

foreign banks that operate a total of 95 branches.

The revised legislation further sets the stage for a new "green card" system through deposits that benefit from a tax exemption on interest.

Interest earned on individual deposits of up to 3 million yen in banks, the same amount in the postal savings system, and government bond holdings with a face value of Y3 million — that is, a total of Y9 million (\$39,000) — is not subject to taxation.

The large number of such accounts, officially described as "petty savings," has made it virtually impossible, even with the use of computers, to control the identity of the depositors, let alone track down the fictitious names used by a large number of them in order to evade taxes.

The numbered "green card" is designed to put an end to such

abuses, but it risks provoking a flow of money into gold or into foreign financial instruments, which are beyond the reach of the tax authorities.

Even though they chalked up increased operating profits in the April-to-September first half of the current fiscal year, numerous domestic banks saw their profit margin on interest rates

(Continued on Page 8S)

How did Japan get itself into this situation? The answer lies precisely in the determination of the Japanese to see themselves as ever-expanding manufacturers of goods, particularly for export.

that does not include the inflated price of land — another result of antiquated marketing techniques.

even has legislation to prevent the expansion of that service sector "robot" — the chain store or supermarket.

They forget that an economy also consists of services as well as goods, that the manufacturing sector needs to be balanced by the tertiary sector. They also seem to forget that as an economy advances, demand in the tertiary sector expands much more rapidly than in manufacturing.

For a long time the Japanese managed to ignore this imbalance. Some even saw it as a virtue: The continued expansion of manufacturing gave the economy its dynamism; the inefficient service industries provided extra employment.

Just as the rest of the world is conservative in its nondynamic manufacturing sector, Japan is equally conservative in its nondynamic service sector. It cannot create the new employment to absorb those who lose jobs to labor-saving innovations. Meanwhile, the economy moves into deeper stagnation under the impact of falling domestic demand and the slowdown in exports. The GNP growth rate in the last quarter of 1981 is estimated at close to zero. The all-important estimate of plant and equipment investment in 1981 shows a very restrained 4.1 percent in growth. Current exports show little growth over last year's levels.

But the situation today is different. The service sector accounts for close to 60 percent of the gross national product and total employment, while both export and domestic demand for manufactures has peaked. There is a physical limit to the number of Japanese cars and other manufactured articles that foreigners can afford to buy, and that Japanese are willing to buy.

Service Sector

The dynamism to sustain the economy needs to come from the service sector. The Japanese lecture the rest of the world for its conservative fears over the unemployment that might be caused by industrial robots. Japan, however,

Short-term measures to revive the economy are also lacking. During past recessions, the rapid expansion of public works spending has usually been the savior. But to reduce the dangerously unhealthy reliance on bonds to finance deficit

(Continued on Page 13S)



## JAPAN

## Sweeping Changes in Bank Law

(Continued from Page 75)

deteriorate, complains Shunzo Muramoto, chairman of the Federation of Bankers' Associations.

He calls for the abolition of what he terms legal and administrative discrimination against banks and the adoption of measures that would allow them to compete on an equal footing with the postal savings system and the security houses.

Particularly irksome to bankers is the growth of the postal savings system in recent years to a point where, according to Mr. Muramoto, it "out-rivals" financial institutions in the private sector.

At the close of fiscal year 1980, on March 31 of last year, postal savings amounted to ¥61,554 trillion, edging close upon the outstanding balance for individual deposits in all Japanese banks totaling ¥66,307 trillion on the same date.

Commercial banks have to lend for shorter periods because few of them have access to long-term yen, the postal savings system having diverted funds from the banks.

Despite such jeremiads by the industry's spokesmen, the 13 domestic city banks — the largest in the country — recorded in the first six months of the current fiscal year, ended last Sept. 30, a 4.9-percent increase in overall deposits compared to the preceding semester, their outstanding deposit balance amounting to ¥92 trillion (\$400 billion). For the same period their operating profits were up 22.9 percent, gross revenue rose 15.2 percent and their net income grew 18 percent from the previous business term.

## Stock, Capital Markets

Of greater concern to bankers is the growing tendency of Japanese corporations to turn to the stock and capital markets to raise funds instead of borrowing from banks.

The Bank of Japan has reported that corporate fund recruitment from banks dipped from an average of 85.9 percent in the 1965-75 decade to 79.9 percent in the 1975-80 five-year period.

Corporations are estimated to have raised ¥1.5 trillion (\$6.5 billion) between April and October, 1981, through the market for capital expansion. This compares with the ¥1.3 trillion obtained from the same source just before the oil crisis in fiscal year 1972. This was the highest amount previously recorded.

Also, instead of channeling their extra funds into bank vaults, corporations are seen to be funneling

them into bond and security portfolios.

Prof. Seichiro Sato of Rikkyo University in Tokyo sees this phenomenon as having started in 1975, when corporations adopted overall "fat-trimming" policies in order to readjust themselves to a period of low economic growth in the wake of the oil crisis.

## Debt-Free

Cited among the outstanding examples of this turnaround trend are the Pioneer electronics company, which has shaken itself wholly free of bank debts since 1978, while Ajinomoto, a food processor, reduced its long-term debt from ¥9.9 billion to ¥2.5 billion.

At the extremes of the bank indebtedness spectrum are Nippon Steel, which has ¥1 trillion (\$44 billion) in outstanding loans, and the Toyota Motor Manufacturing Co., the world's second largest car builder, which is not only debt-free but generated ¥65.9 billion in a year by judiciously managing its assets.

Japanese banks, however, continue to make their weight felt in the corporate world through their equity holdings.

At the end of 1980, banks owned shares worth ¥7.44 trillion (\$32.3 billion) in book value. In 2,327 corporations, the bank equities exceeded 5 percent.

Under a 1977 revision of the Anti-Monopoly Act, 157 commercial banks were required to reduce their equity holdings in businesses from 10 to 5 percent by 1987. Three years after the statute was enacted, this divestiture process had reached only 17.5 percent of its target. The reason for this slow compliance, analysts explain, is the widespread practice of cross-shareholdings between banks and corporations as well as among corporations themselves.

## Toyota Holdings

For instance, Toyota Motor's leading shareholder, with 5 percent of all shares, is the Mitsu Bank. Lesser positions are held by the Tokai Bank (4.9 percent), the Sanwa Bank (4.8 percent) and the Toyota Automatic Loom Works (4.6 percent).

At the same time, Toyota Motor holds 3 percent of Mitsu Bank, 5.5 percent of Tokai Bank and 1.9 percent of Sanwa Bank stocks and an imposing 24.6-percent position in Toyota Automatic Loom Works.

This form of cross-holding occurs not only among major corporations and banks but also at the level of medium enterprises. In the

latter's case, they are pleased to have banks as shareholders, since financial institutions tend to be "stable investors" that are unlikely to dump their holdings suddenly depending on market vagaries.

Electronic banking has been developed in Japan to a level that foreign specialists concede may be the highest in the world. Computerized systems handle all aspects of the bank's business, a heavy emphasis being placed on consumer service.

For instance, the 13 city banks are linked through a nationwide electronic network that allows a depositor in any of them to withdraw funds by operating an automatic bank teller located in any of the 2,617 branches of the 13 institutions by inserting a magnetically coded plastic card and identifying himself by punching a four-digit personal number.

## Networks Connected

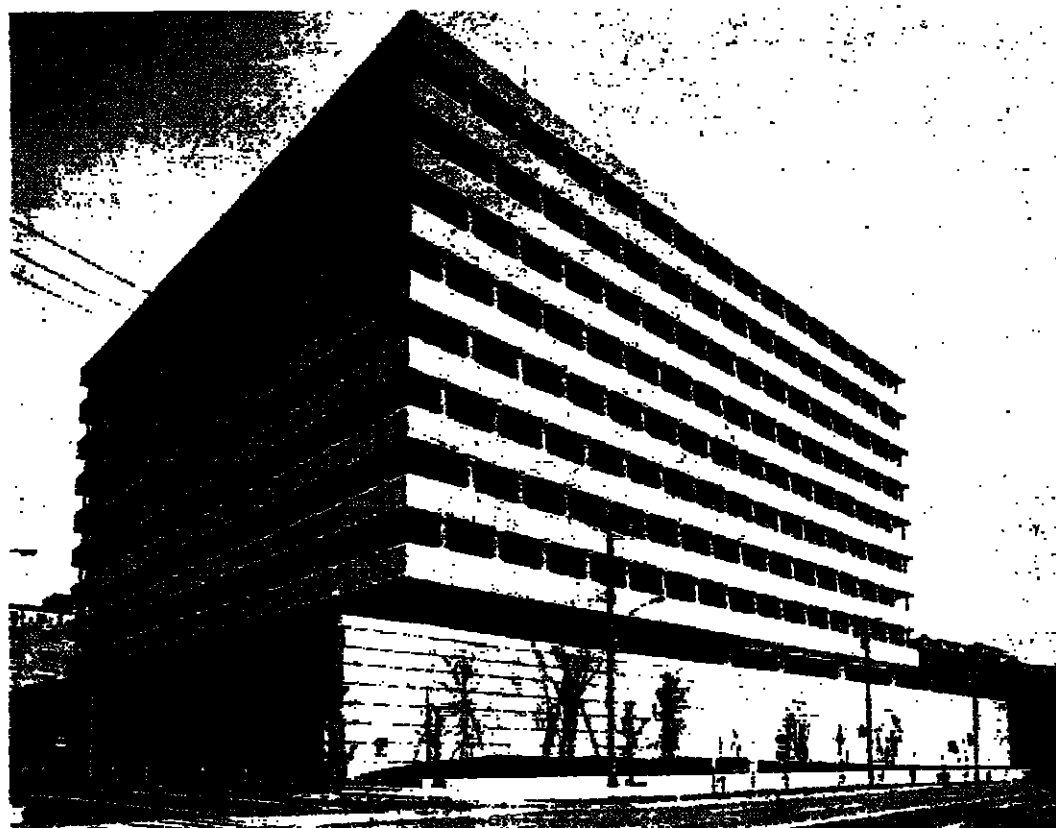
A parallel network connects 63 regional banks, and 71 mutual loan and savings banks also offer the same facilities. The three networks are connected to handle inter-bank transactions.

To compensate for the traditional Japanese aversion to using bank checks, the banks undertake to pay on request rents, utility charges, income and municipal taxes, department store and credit card bills and association membership fees on their due date by debiting depositors' accounts.

Company payrolls are electronically distributed into employee bank accounts, as are social security pension payments.

Time and ordinary deposits can be combined into one account so that overdrafts are automatically covered, the time deposit serving as a guarantee. The banks have in recent years sought energetically to develop the personal finance field by offering housing, education and other miscellaneous loans at attractive terms. This lending to individuals, however, still hovers at a minimal 2 percent of the banks' total financing outlays, principally because banks tend to delve deeply into the financial status of the would-be borrowers, a practice repugnant to a large proportion of Japanese who are not familiar with credit-worthiness tests.

With the domestic banks offering this vast array of customer services, foreign banks in Japan find little opportunity to compete in attracting individual savings, which form the broad mass of funds deposited in Japanese banks. Japan enjoys a savings rate of 18 percent, the highest in the world.



SEAT OF POWER: The head office of the Bank of Japan in Tokyo.

Most foreign banks, as a result, have had to content themselves with being supplementary lenders to big Japanese companies. But with the slowing down of the Japanese economy and the trend among companies to turn to capital markets to raise funds, loan demand has softened and this has led to lower earnings.

The total assets of foreign banks in Japan are estimated at ¥10.4 trillion (\$45.2 billion) — almost equalling the assets of Japan's eighth-largest commercial bank, Taiyō Kobe Bank. Ten foreign banks, including U.S. banks, hold about half of the foreign bank loan portfolio. In addition to those, there are European, Southeast Asian and Third World institutions.

Complaints of government discrimination against foreign banks recently met with a vigorous rebuttal from the Ministry of Finance.

As foreign banks turned from foreign-currency loans, which provided their staple diet in the late 1970s, to yen-denominated lending in recent years, they found that they did not have large yen reserves and usually had to pay more for funds while their currency-swapping was curtailed by the Bank of Japan.

Foreign bankers appealed for greater freedom in raising yen funds, whereupon the Ministry of Finance pointed out that they were

being favored over domestic banks in that respect.

The ministry said that foreign banks can issue about eight times more certificates of deposit than their Japanese counterparts, as they were allowed to issue CDs up to a ceiling equivalent to 20 percent of their lendings in yen as against 50 percent of net worth in the case of domestic banks.

Foreign banks, the ministry added, were also free to raise funds in the call and bond markets and were being allowed more favorable ceilings than those for domestic institutions in borrowing from the Bank of Japan.

As for opening new branches, foreign banks were being allowed to do so every year, the ministry declared, while Japanese banks received permission to do so only every two years.

The reported intention of Japanese authorities to treat branches of foreign banks like Japanese institutions effective April 1 is arousing qualms among the affected bankers.

According to the new regulations now being drafted, each branch would be considered a wholly independent profit center for accounting purposes. This would require each branch to set up its own reserves for losses against bad loans, for employee retirement allowances and other legal reserve obligations.

"This would cost me ¥1 billion for each branch," exclaimed the manager of a leading European bank.

Japanese banks, he pointed out, have a centralized accounting structure that extends its coverage to all its branches. This inequality would be compensated for by a reduction in the amount foreign bank branches would have to set aside as reserves. They would be required to put into their reserve fund 10 percent of their annual net profits. Japanese banks would have to set aside 20 percent, according to the tentative rules.

The same banker described as "unrealistic" a report that Japan would allow them to take over Japanese banks and to incorporate locally.

## Overseas Business

He said he could not see a foreign bank diverting the necessary funds to effect such a purchase, even taking into consideration Japan's economic importance, the potential for overseas business and the possible emergence of Tokyo as an off-shore banking center.

It is in the overseas business that many foreign banks in Japan see new opportunities. Several of them have ties in Africa or Latin America, where Japanese trade and investment are growing fast but where Japanese banks are not well represented.

## Suzuki Presses Effort To Ease Trade Friction

(Continued from Page 75)

pressure from bureaucrats and interest groups that stand to be most affected by the major reforms still to come, have since taken much of the steam out of the original enthusiasm.

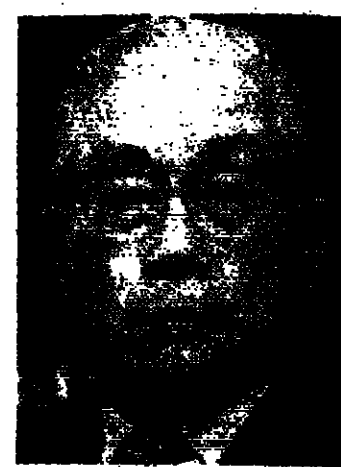
In the Diet, also, members have begun suggesting that reforms be kept "within the range of feasibility," fueling concern that they will end up "boneless," as the Japanese say.

Yet only last month Mr. Suzuki, speaking to the Diet, repeated his pledge to take "political responsibility" should he fail to balance the budget by 1984. Taking him at his word, this means he will have no alternative but to resign if he cannot fulfill his promise.

It is rare for Japanese politicians, let alone a premier, to go out on a limb to such an extent. But Mr. Suzuki is unusual in that he got the job without asking or expecting it. After the sudden death of Premier Masayoshi Ohira, leaders of the ruling party's rival factions picked Mr. Suzuki — a party workhorse with no following of his own — because none of them had a successor ready.

Today there is still no clear successor to Mr. Suzuki. Toshio Konomoto, director general of the Economic Planning Agency, is said to be ready to challenge Mr. Suzuki at the November party convention, but he will have to rally much more support than he has now to make his bid stick. The party has some promising younger leaders, but they are waiting in the wings for lack of sufficient backing.

But if popularity ratings are any indication, Mr. Suzuki is in danger. According to a nationwide survey conducted last month by the newspaper Yomiuri, public support for the Suzuki cabinet has dropped to a new low of 31.7 percent. The biggest reason for non-



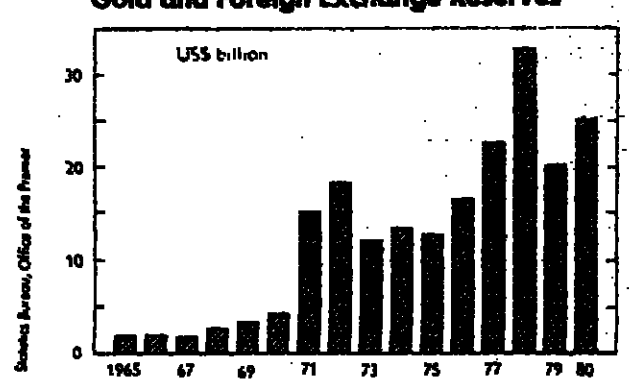
Toshio Konomoto

support was dissatisfaction with the government's handling of the domestic economy (45.2 percent). However, almost 60 percent of those polled replied that they would support the Liberal Democrats in an election, confirming a conservative dominance of national politics that has continued unbroken since 1945.

In another survey by the economic newspaper Nihon Keizai on how Japanese business leaders rank Japan's 15 postwar premiers, Mr. Suzuki placed 11th. At the top was Shigeru Yoshida, who led Japan through the Occupation and back to independence.

But premiers in Japan are rarely praised while in office. Criticism is the rule, especially by the press, and Mr. Yoshida received his share. Political analysts point out, however, that the burdens of government today are much greater now than Japan is a major economic force in the world. Many may feel that Mr. Suzuki has not measured up to the requirements of his office, but the final judgment is not yet in.

## Gold and Foreign Exchange Reserves



**Problem:** Come up with the cash it takes to build an industry.

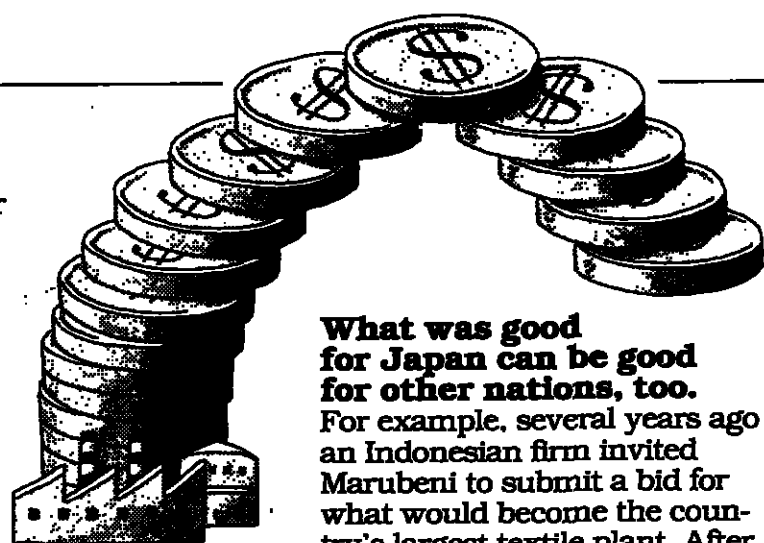
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proposed to supply everything from blueprints to machines to training for the Indonesian engineers who would operate the plant. But that still left the question of where to find the \$32 million the plant would cost. With Marubeni acting as guarantor, a major Japanese bank organized a consortium to finance the project. The result: a new industry, new jobs and new prosperity in Indonesia.

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**How do you deal with cargo that is a solid one day, a liquid the next, and sometimes a gas?**

The cargo in question is energy, and it's coal from one destination.

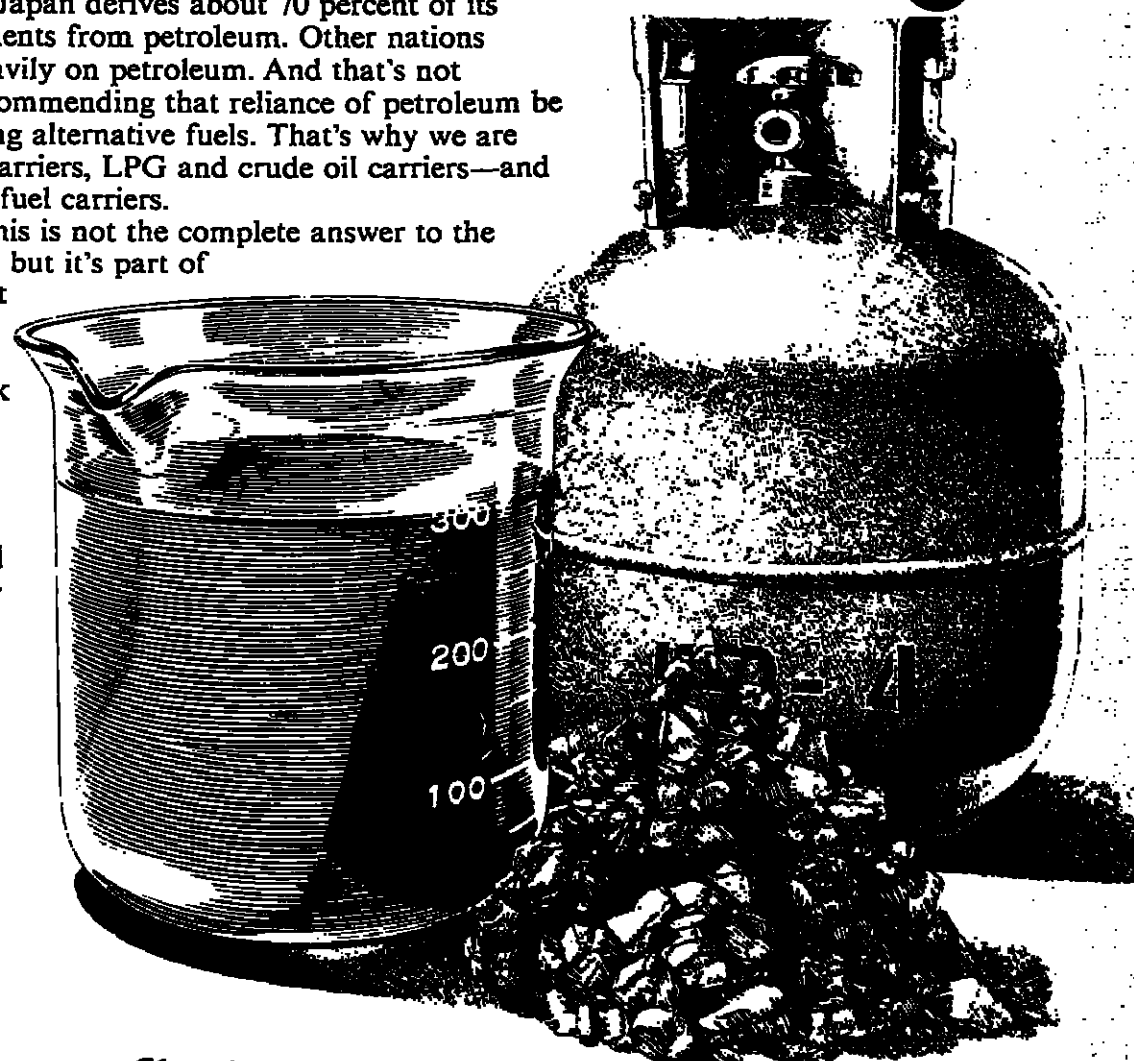
Crude oil from another. And more and more often, liquid propane gas as well.

You deal with it by building ships: Special carriers designed to carry these energy fuels in a safe, efficient manner. NYK has these types of ships in service now.

More are planned as energy needs change and newer energy sources are discovered.

At present Japan derives about 70 percent of its energy requirements from petroleum. Other nations too, rely too heavily on petroleum. And that's not good. We're recommending that reliance of petroleum be cut back by using alternative fuels. That's why we are operating coal carriers, LPG and crude oil carriers—and planning newer fuel carriers.

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JAPAN

## 'Nontariff Barriers': Subtle, Time-Consuming

**TOKYO**—Ever since the Japanese government removed most of the tariff and quota barriers to imports a few years ago, cynics in Tokyo have been predicting that the changes would have little practical effect. They argued that a carefully constructed network of "nontariff barriers" (NTBs), concerning the testing, approval and use of foreign goods, would in effect block a surge of imports into Japan, no matter how liberal Japan's trade "liberalization."

Until February, Japanese government officials seemed to be heatedly opposed to the notion that a system of nontariff barriers was in operation. When asked about "barriers to trade," the standard Japanese reply was that official quotas and tariffs had been reduced to a level even below those of the European Community and the United States. In effect, the official answer was: "No more concessions. NTBs do not exist."

But with the admission in February that the Japanese government was taking measures to eliminate 67 commonly perceived nontariff barriers, attention was focused on the problem of defining them. And the public is trying to figure out whether any solution will have much of an impact on the mounting trade problem between Japan and her partners.

NTBs are important because they keep the Japanese from using, and thus purchasing, a wide variety of foreign products that they would ordinarily be tempted to buy. They are, in effect, the unofficial mechanisms through which Japan's government and business community discourages its people from buying foreign goods.

The most effective way of cutting down on purchases of foreign goods is to keep them out of the marketplace. Nothing is more effective than an unofficial boycott by an industry association. Thus, foreign tennis balls are not used in Japan because the Japan Tennis Association ruled that balls used in Japanese matches should be "in principle" domestically manufactured balls. This also tends to discourage tennis players from using foreign balls in practice as well.

A similar unofficial boycott occurs in metal baseball bats. Despite the fact that American bat manufacturers can produce the product more cheaply and perhaps with better skill than Japanese makers, Japan's official baseball league does not "recommend" that its members purchase foreign bats. The result is an unofficial barrier.

In cases such as these, the foreign product contained no raw ma-

terials or design specifications that could be cited as "dangerous" to health. So local sports authorities simply "discouraged" the importation of the product. But with a wide range of food, drug and related products, Japanese authorities resort to declaring the ingredients of foreign products "dangerous."

Another example is the barriers against American chewing gum. Seven years ago, an American company tried to import a popular U.S. gum, but was barred by Customs officials on the ground that the product contained synthesized potassium chloride.

"The use of natural potassium chloride is allowed," notes an American executive, "but there is no scientific ground for discriminating one against the other." Only recently did the Ministry of Health and Welfare decide to allow the importation of synthesized potassium chloride.

U.S. importers also complain about a similar case concerning the importation of an aerosol spray used in repairing cracks in wooden walls. The product was not approved by Japanese authorities on the ground that the containers it came in were not thick enough. Japanese safety standards require that the metal forming the container of the spray should have a thickness of 0.215 millimeters or more. Observers pointed out, however, that recent improvements have eliminated the correlation between

the thickness of a container and its safety.

Testing requirements are especially irksome to the many foreign pharmaceutical producers who try to crack the Japanese market. For the most part, they find that Japanese authorities simply will not accept the testing procedures that they have carried out on their home grounds.

They are required to repeat each of the clinical tests on Japanese patients before receiving approval, a procedure that takes several years off the life of the product in the Japanese market.

Laws can reach into remote corners, such as the handing out of brochures. Thus, the Health and Welfare Ministry told a group of foreign exhibitors at a medical equipment show that the products it was displaying would have to be shipped outside Japan before application for entry could be made, because they had not yet received government approval. In addition, until the products were officially approved, the company was enjoined from handing out brochures on the equipment.

French cosmetics importers complain that they must affix Japanese-language labels, explaining the ingredients of their products, on all the containers that health ministry officials choose for inspection. In general, officials inspect a surprisingly high 2 percent of the actual containers. In the process, the contents of the con-

tainers are wasted and an inspection fee of about \$80 per container is required.

Labeling requirements are particularly troublesome. Cellophane covers must be removed from each cosmetics box and container. Labels must be pasted on each before they are repacked in cellophane. If Japanese authorities gave blanket approval to subsequent shipments, the French importer would be able to import in volume and forget the inspection. But because each new shipment must be inspected, and relabeled, the pace of importation is drastically slowed. Using eight housewives, working part-time, the French importer can process only about 1,500 to 2,000 containers a day.

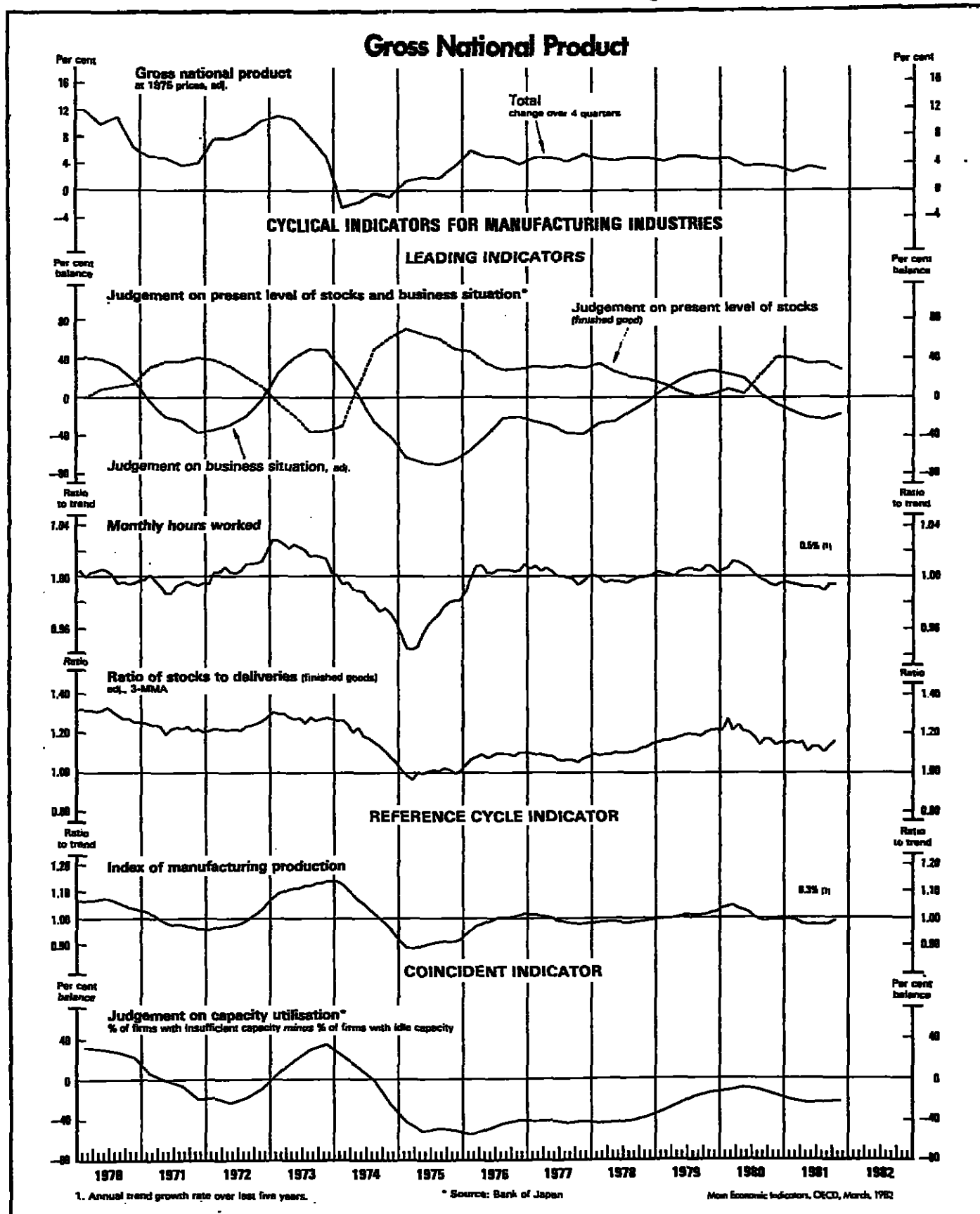
When cosmetics importers try to bring in a new product, a detailed procedure is required. Of thousands of cosmetic ingredients on world markets, only 431 items are listed in the handbook for standard raw materials permitted for import, without restriction, published by the Ministry of Health and Welfare.

In theory, this does not mean that the other items are illegal. Some have been used in Japanese cosmetic products, and have received approval from the ministry. The problem for importers is to discover which of those ingredients have been approved, and for what products. Executives complain that it is not easy to get a complete list of those products.

Once it is determined that a cosmetic ingredient has not been used in an approved Japanese product, importers must have their product tested for, among other things, toxic and cancer-causing properties. Once again, the principle is that Japanese authorities will not accept such tests that have been carried out in Europe or the United States.

Sometimes it is difficult to determine what the government's policy is. Thus, importers were vexed in trying to figure out whether the Ministry of International Trade and Industry had really relaxed its rules on metric labels. In 1961, the MITI had ruled that all labels on foreign products had to be rewritten in metric measurements.

The move was not popular with American-product importers, who argued that the labeling changes were unnecessary and expensive. But when the rule was relaxed in 1978, apparently in response to American pressure, nobody seems to have heard about it. Customs officials seem to have continued their inspection work as before, as the rule change never filtered down through the bureaucracy.



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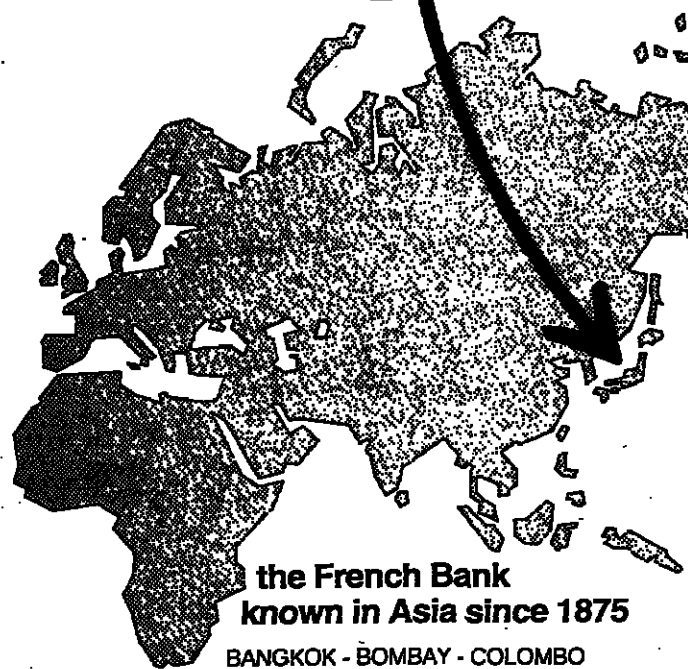
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## JAPAN

### Resisting a U.S. Bid for Defense Technology

**TOKYO** — The United States faces as much difficulty in persuading Japan to open up the secrets of its most advanced technology for military purposes as it does in penetrating the Japanese market.

"There is a deep-rooted fear that the United States might be lifting technology for private use," said a Japanese political consultant, explaining why local industrialists tend to oppose any agreement for sharing military technology under the U.S.-Japan security treaty.

Nonetheless, Premier Zenko Suzuki is expected to make good on his pledge to reach an understanding with the United States on sharing and exchanging defense technology in the next few months. "The United States cannot avoid getting something on defense," said the consultant, "though certainly it is not going to get the cream of our technology."

The debate on providing the United States with defense technology rages on at least three fronts: first, in the form of largely unpublished discussions among business leaders and government bureaucrats; second, in the Diet (parliament) between leftists and members of the ruling Liberal Democratic Party; and, third, between U.S. and Japanese officials.

U.S. officials claim they have not presented the Japanese with a "shopping list" of what the Pentagon wants, but there is no doubt that Washington would like a sample of the special paint produced by TKD Electronics to enable planes and missiles to fly undetected through enemy radar.

#### Technical Achievements

To be sure, the United States is also working on "stealth" technology for a wide range of aircraft, but TKD Electronics evidently

leads in research and development on "ultra high-performance ferrite," the magnetic-oxide substance that absorbs radio waves when mixed with paint. TKD is cooperating with the Japan Defense Agency's technical research development agency, which hopes to use "stealth" technology on ground-to-air missiles by next year.

It was not until Dr. Orville R. Harris, a U.S. Army researcher, discussed TKD's achievements at a seminar at Andrews Air Force Base near Washington last October, however, that U.S. officials were fully alerted to just how far Japanese scientists had progressed. Dr. Harris said that the paint mixture produced by TKD could reduce a radio wave to 1/250th of its ordinary power.

U.S. officials also want to know much more about Japan's success in producing ceramic engines — prototypes, that is, — likely to come into regular use in cars and even planes in the next 10 to 20 years. Kyoto Ceramics has constructed a three-cylinder diesel engine made almost entirely of ceramic material, installed it in the body of a car produced by Isuzu Motors and tested it near Kagoshima, on the southern island of Kyushu.

"The test proved that ceramic components for diesel engines are feasible," said a report issued by the company, which is now planning to begin mass production of certain components as a prelude to turning out total ceramic engines. The engine still has "quite a few bugs," said a Japanese industrial source, "but it's coming along very well."

Ceramic engines will not only be more resistant to heat, but will also weigh less than conventional ones, and will ultimately lead to the pro-

duction of a new generation of planes with speed, maneuverability and range hardly imagined today.

At the same time, U.S. officials are also eager to obtain insights on high-speed computer and laser technology — the keys to the military hardware of the 21st century. "The biggest problem is how to persuade the private sector," said a Japanese official, observing that Japan's electronic giants were understandably wary of parting with information that might give a commercial advantage to their American rivals.

The opposition raised by the distant second-ranking Japan Socialist Party and other minority groups in the lower house of the Diet has given the government an excuse to postpone the final decision on technology exchange — and also is likely to persuade Japanese leaders not to agree to any plan for parting with more than absolutely necessary to appease U.S. demands.

#### Deepest Sensitivities

Socialists and Communists contend that any kind of exchange would violate the government's ban on exporting weapons and represent another departure from the postwar "peace" constitution that theoretically renounces "the threat or use of force," along with the maintenance of "land, sea and air forces," as well as other war potentials.

Although Japan would seem to have deviated from this structure long ago by establishing self-defense forces, the issue touches on the deepest sensitivities. The Socialists won headlines, and considerable support in the national press, when they berated the government in February for ramming through a plan to modernize F-4 Phantom fighters with bomb racks and

sights in the face of a 14-year-old agreement not to equip them with bombing gear.

Nevertheless, Japanese manufacturers appear eager to export their own finished products of possible military application, as evidenced by a sudden increase in the number of companies obtaining "nonweapon certificates" on exports from the Ministry of International Trade and Industry. A "nonweapon certificate" on a product means that it falls outside the regulation against exporting military material, even if the product later assumes a military purpose, as has already happened in certain types of specialty steel and integrated circuits.

#### Preferred Approach

Thus U.S. negotiators believe that the government should just as readily agree to cooperate on joint projects as a way of providing technological expertise for military use. The United States prefers this approach to purchasing technology on a license basis, a system that would discourage original research in the United States.

"As long as you're buying the technology from another country, you're hooked into keeping on buying it," said a U.S. official. He also expressed the fear that Japanese companies would only license less-advanced systems and keep the latest information for themselves.

Until you get companies talking to each other and working together," said the official, "you don't know what the other side has." Among other areas he cited were microprocessing, computer chips, fiber-optics, entire production processes and overall designs.

The U.S. argument for persuading the Japanese to part with technology is that the United States



FORGING AHEAD: Japanese Type-74 tanks on parade

has provided Japanese manufacturers with much expertise in producing military equipment. Kawasaki, for instance, manufactures P-3C observation planes on license from Lockheed, while Mitsubishi produces F-15s on a similar deal with McDonnell Douglas.

"Japanese military people recognize the reality that they've been getting snazzy technology from the United States," said an American official. "There should be a quick pro quo." The official said the Japan Defense Agency sympathized with U.S. aims despite skepticism among Japanese diplomats and trade officials.

Aside from the fears among industrialists and leftist politicians, though, Japanese officials also wonder about the long-range im-

plications of encouraging the growth of what remains a small defense industry. "Once you get this defense industry going, how will you stop it?" asked one official, observing that no major corporation relies on defense contracts for survival.

Not all industrialists shared the doubts of other businessmen and bureaucrats.

Japan "should be allowed to furnish the United States with technology related to arms," said Hosoi Hyuga, chairman of Sumitomo Metals, adding bluntly: "We should also be allowed to export weapons to the United States in case the United States needs our help."

— DONALD KIRK

### 'Sogo Shosha': The Nation's 9 Trading Giants Reach a Crossroad

**TOKYO** — More than half of Japan's trade is handled through the "sogo shosha," the giant, general-trading companies unique to Japan. Their scale, resources, range of activities, and worldwide information and communication networks gave drive to Japan's economic miracle. Now, changes in the economic environment are having a profound impact on the sogo shosha. Today they are at the crossroads, according to Yoshi Mimura, president of the Mitsubishi Corporation, the largest of the sogo shosha.

In the following excerpts from a

recent address to the Foreign Correspondents Club of Japan, Mr. Mimura explains why. The term "sogo shosha" is usually translated as either a "general" or "integrated" trading company. There are upward of 8,000 trading companies dealing in wider or narrower assortments of products and commodities. Of these organizations, only nine are called sogo shosha, in general, which deal in thousands of different items and engage in a full range of business activities from buying and selling to investment and project management.

"In fiscal 1980, these nine gener-

al traders accounted for \$334 billion of transactions — a figure 1.7 times the national budget and 30 percent of Japan's gross national product. Sogo shosha accounted for 56 percent of all the country's imports and 49 percent of exports. Obviously, one of our greatest strengths is our scale.

"But the question of just what it is that we do and how we do it is one that requires something more than macro statistics. When a Japanese asked me what, really, is the role of a sogo shosha, I generally refer him to his next bowl of tempura soba [noodles]. If you take that dish and break it down into its constituents — including buckwheat flour from Canada for the soba, soy beans from the United States for the sauce, the shrimp from Indonesia and the wheat flour from the United States for the tempura, and so on — and you trace their flow from both foreign and domestic sources to the coun-

ter top, you have in microcosm the function of an integrated trader. The sogo shosha locates, buys, ships, insures, finances and helps coordinate all the steps required to bring everything together in that one appetizing bowl.

#### Integrated Traders

"An integrated trading company may handle as many as 20,000 to 25,000 different items such as fuels, metals, light and heavy machinery, chemicals, foodstuffs and sophisticated consumer goods. In creating and sustaining these diverse trade flows, the shosha has learned to act not merely as an importer-exporter and distributor, but as a financial deal maker, a turnkey project manager and an investing partner. "The multiplication of the shosha's business functions is the result of changes in both the Japanese and world economies, many of them still ongoing. In my view, the key to the survival

and growth of the shosha is the ability to adapt to new circumstances, to redeploy resources for creating and exploiting new business opportunities.

"Domestically and internationally, the integrated traders have brought clients substantial savings. The shosha reduces risks through its financial arrangements, by taking title to the goods itself or with built-in hedges against currency fluctuations. Its worldwide information network acts additionally as a kind of early warning system, bringing clients up-to-the-minute reports on changing market conditions, economic trends or local political developments.

#### Economic Changes

"Changes in Japan and in the world economy as a whole have had a profound impact on the functions and operations of the integrated trader. This has been par-

ticularly true over the last several years.

"Certainly, the trend has been for more and more Japanese manufacturers, who might once have depended on sogo shosha, to undertake the development of overseas markets on their own. Toyota, Sony, Seiko and others have provided ample evidence that a Japanese manufacturer with the requisite product, resources and determination, can do a good job of reaching the foreign consumer. Today, shosha handles relatively few exports from Japan such as cars, TVs, stereos, watches or cameras.

"An even larger consideration for us has been the end of Japan's 'economic miracle.' Starting with the first oil crisis in 1973, the Japanese economy as a whole has had to undergo a series of painful readjustments in moving from a 'boom' situation to maturity.

"There are many of us who were happy to discover that the end of the boom meant maturity and not 'bust' — but we did see the onset of crises in some industries such as aluminum and petrochemicals, and a radical slowdown of the economy as a whole. This, coupled with the new independence of Japanese consumer goods manufacturers, occasioned a good deal of gloomy talk about the demise, imminent or otherwise, of the sogo shosha.

#### Strategic Adjustments

"One reason the pessimists have not been born out, so far, is that the shosha themselves were able to make some strategic adjustments in what was taking place. These, of course, are still being worked out and the verdict is far from in, but certain directions have begun to emerge.

"In the case of the Mitsubishi Corporation, I think that our domestic business, which now stands at 41 percent, is probably going to decline as a percentage of our total transactions. It is unlikely that domestic transactions are going to generate the long-term growth on which our future prosperity and viability depend. The same may be true of the standard bilateral transactions between Japan and its main trading partners, although this category still obviously affords some important untapped opportunities.

"But the slowdown in all the advanced industrial economies, the frictions caused by trade imbalances and the concern voiced in many places about protecting troubled industries, tend to inhibit the growth of trade rather than stimulate it.

"By the same token, if we look at some of the ways in which we have traditionally done business, similarly important conclusions emerge. While the shosha's functions, in many of its transactions, is essentially that of a commission merchant, this in itself is hardly enough to assure viable future growth. Clearly, we need to be more creative about the ways in which we generate trade flows and the arrangements under which we participate, assume risks and realize profits.

"We therefore are actively involved in overseas ventures by investing and organizing joint-venture projects abroad to cultivate new sources of supply and new industries to fulfill future needs.

#### Long-term Strategy

"Geographically, more and more stress is coming to be placed on third country, or offshore, transactions: Korean joggling shoes and Brazilian coffee to the United States; cooling towers to a Philippine power plant or a canning facility to a Venezuelan fruit juice

(Continued on Page 118)

## How to Update Your Knowledge of Japanese Industries.

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- Q.1 Following is a list of the leading Japanese companies. Please mark any company of which you know something.  
Q.2 Of the companies marked, please indicate any if you know their product names or business line.  
Q.3 Please give us two companies in which you are most interested, with reasons to be provided in the blank underneath.

	Q1	Q2	Q3
Asahi Optical Co.			
Casio Computer Co.			
Canon, Inc.			
G. Itoh & Co.			
Dalei, Inc.			
Fujitsu, Ltd.			
Hitachi, Ltd.			
Hitachi Shipbuilding & Engineering Co.			
Honda Motor Co.			
Victor Co. of Japan (JVC)			
Konishiroku Photo Industry Co.			
Kawasaki Steel Corp.			
Komatsu, Ltd.			
Kubota, Ltd.			
Kyoto Ceramic Co.			
Kawasaki Kisen Kaisha, Ltd. ("K" Line)			
Mitsubishi Chemical Industries, Ltd.			
Mitsubishi Electric Corp.			
Matsushita Electric Industrial Co.			
Mitsui Engineering & Shipbuilding Co.			
Mitsui Camera Co.			
Mitsui & Co.			
Mitsubishi Corp.			
Marubeni Corp.			
Mitsui O.S.K. Lines, Ltd.			
Mitsubishi Heavy Industries, Ltd.			

	Q1	Q2	Q3
Nippon Electric Co.			
Nissan Motor Co.			
Nippon Steel Corp.			
Nippon Yusen K.K. (N.Y.K. Line)			
Nissho Iwai Corp.			
Omron Tatetsu Electronics Co.			
Olympus Optical Co.			
Pioneer Electronic Corp.			
Ricoh Co.			
Shiseido Co.			
Sumitomo Metal Industries, Ltd.			
Sharp Corp.			
Sony Corp.			
Sanyo Electric Co.			
Sumitomo Corp.			
Sanko Steamship Co.			
Seibu Department Stores Co.			
Silver Seiko, Ltd.			
Toray Industries, Inc.			
TDK Electronics Co.			
Takeda Chemical Industries, Ltd.			
Toshiba Corp.			
Toyo Menka Kaisha, Ltd.			
Toyota Motor Co.			
Teijin, Ltd.			
Yamashita-Shinnihon Steamship Co. (Y.S. Line)			

Reasons why I am interested in those companies:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Other remarks: \_\_\_\_\_

Name: \_\_\_\_\_ (please print)

Position: \_\_\_\_\_

Company name: \_\_\_\_\_

Address: \_\_\_\_\_

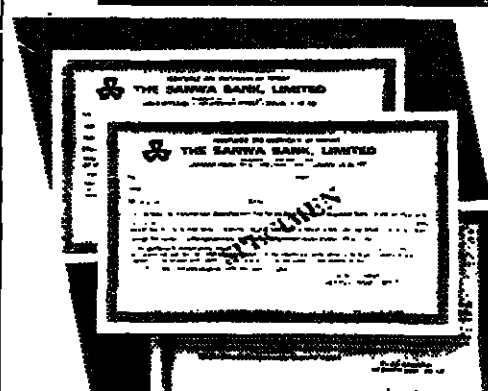
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Sanwa Bank has recently completed a program to place "Quick Service Lobbies" in all its domestic branches. The latest automated tellers' machines and cash dispensers have been installed in these lobbies and they have been designed to provide a feeling of warmth. While emphasizing quick services through computerization, the bank has devoted strong attention to the human element. A new system of "Bank Lobby Consultants" has been introduced to provide more in-depth consulting on financial matters to the bank's individual clients. Through innovations in the areas described above and in other services, the bank has continued to emphasize its customer orientation.

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## JAPAN

## Exports: Widening Gulf of Misunderstanding

Special to the IHT

TOKYO — Rarely has there been a more obvious "misunderstanding" between Tokyo and its trading partners. Although the United States and the European Community are convinced that Japan is keeping the yen cheap, and the Japanese economy sluggish, to increase its trade surplus even further, Japanese economists and planners complain that they are doing everything they can to reduce that surplus.

They say that their hands are tied by economic realities, from taking the fiscal and monetary measures needed to plot a true economic recovery. Only a vigorous domestic economic recovery would increase Japanese demand for imports, and cut Japanese industry's need to export in order to make a profit. But that economic recovery is beyond the power of Japanese planners.

As far as Europe and the United States are concerned, the recent depreciation of the yen — which has brought that currency to nearly 240 yen to the dollar — is symbolic of Japan's continued lack of cooperation on the trade front. Even as the Japanese claim to be taking measures to eradicate 67 "nontariff barriers" to trade, Japan seems to be allowing its currency to weaken as much as possible. A cheap yen, the argument goes, more than compensates for any trade liberalization measures by making Japanese goods even cheaper overseas — thus, even more competitive. Japan's surplus with the world will this year far ex-

*'In some ways, Japan's spectacular trade performance is only a symptom of her poor performance at home; those great trade surpluses have only obscured that weakness.'*

ceed the 2 trillion yen of 1981, unless the yen is strengthened.

The assumption of both American and European observers is that, somehow, the Bank of Japan is not taking the measures it easily could take to strengthen the yen. Vast purchases of the Japanese currency would halt its sudden decline. But there is also the perception by some observers that the Japanese actually like what is happening to the yen. As one European banker in Tokyo expressed it: "The Japanese have traditionally complained when the yen got too strong. They know that their lifeblood is exports, and they have to protect that by keeping the yen as cheap as possible."

## Yen Strength

But Japanese economists and businessmen complain that it is no longer in their interest to have a cheap yen. They say, moreover, that they would like to stimulate Japan's economy to strengthen the yen, but that their hands are tied. "We now realize that a stronger yen is deflationary," said a steel executive, "and that we can, in any event, compete even with a stronger yen. Why, then, would we have to weaken it, and cause all these further frictions?"

The culprit for the dangerously weaker yen, and a continued sluggish Japanese economy, is the continued high level of American interest rates. If U.S. rates finally started to come down, explains Rikizo Komaki, chief economist of the Chase Manhattan Bank in Tokyo, the Japanese government would be able to take the stimulatory monetary policy required to get the economy moving. But until they do, the government's hands are tied on monetary policy. As Mr. Komaki explains: "The Bank of Japan can't lower its discount rate — already much lower than in the United States or Europe — any further, because that would only weaken the already cheap yen. Things would only get worse."

Thus, while such a stimulatory monetary move would lead to an increase in Japanese domestic demand, stimulate imports into Japan, and relieve the pressure from Japanese industry to export to the United States and Europe — all positive results — it would have a deleterious effect as well. The yen would weaken even further as a result of the fact that interest rate differentials between the United States and Japan would expand even further.

Thus, in the longer run, Japan's exports to the outside world would be even cheaper than they are now — thus increasing the trade surplus. And at the same time, Japan's inflation rate would increase. In short, then, the traditional solution to the dilemma — expansive monetary policy — just can't work, given the peculiar realities of the present situation.

## Budget Deficit

Fiscal policy measures also seem out of the question for the moment. For although increased government spending to expand the domestic economy would help imports into Japan and relieve pressure on Japanese industry to export, the Japanese government is gravely afraid of aggravating its already mammoth \$47.5-billion deficit — a deficit larger than the combined deficits of Western Europe. Arguing that the conservative Ministry of Finance has a disproportionately large amount of power over government policy, Akio Kohno, senior economist at the Daiwa Bank in Tokyo, argues that "recent government policy assumes that the budget deficit is more important than growth," or the problem of trade friction between Japan and its partners. "The tail is now wagging the dog," he said.

In the short run, economists and planners thus expect the government to do absolutely nothing new, despite the rising chorus of demands from trading partners that Japan stimulate its economy to relieve trade frictions. In its doing nothing policy, the government will be buttressed by rosy predictions of its own Economic Planning Agency (EPA) that real growth in 1982 will attain a level of 5.2 percent.

In strong contrast to the performance last year, the EPA predicts fully 80 percent of this year's growth — or 4 percent real gross national product (GNP) growth — will be registered in the domestic sector, rather than from exports. In short, the EPA is predicting that things will take care of themselves; that the domestic economy will revive, and export tensions recede, even if the government takes no important new measures.

## Growth Predictions

But the government's growth predictions were made on the basis of several assumptions, which may no longer apply. As Masaru Yoshitomi, chief economist at the Economic Planning Agency, admits, the EPA's predictions were predicated on the assumption of declining U.S. interest rates, and an international exchange rate that put the yen at 220 to the dollar — or even stronger — for the last half of 1982.

Mr. Yoshitomi agrees with private economists that Japan's current account surplus, which measured \$7 billion in 1981, could grow to at least \$12 billion in 1982 on the strength of declining Japa-

nese imports of iron ore, crude oil, and other key raw materials. And although that surplus is now growing at an annual rate of \$12 billion, private economists predict an eventual 1982 surplus of between \$15 and \$18 billion, unless dramatic measures to stimulate Japan's economy are taken.

Although Mr. Yoshitomi predicts a stronger domestic economy, even he admits that his assumptions include a decline in U.S. rates. "Almost all our predictions depend on the movement of the United States rates and the yen," he said. If American interest rates do not come down, he predicts, then it will remain impossible for the Japanese government to take the stimulatory measures required to help turn the trade figures around.

In such a case, it is clear that Japan's trading and current account surpluses will continue to mount beyond historic levels, despite any lip service measures to relieve "nontariff barriers." At best, the removal of such barriers will take several years to work its alleged magic, but the continued sluggishness of Japan's domestic economy would have clear and harmful consequences.

One American businessman in Tokyo said: "If the Japanese economy continues to be sluggish and if people continue to postpone their purchases of products vital to the household, such as automobiles and appliances, it is clear that Japanese industry will be under pressure to export as much as possible to keep productive levels high. There is no alternative, because industry cannot go out and fire thousands of workers."

## Trade Performance

In some ways, Japan's spectacular trade performance is only a symptom of her poor performance at home; those great trade surpluses have only obscured that weakness. Thus, while the world has long been aware of the sluggish automobile markets in the United States, little has been written about the very slow sales of Japanese cars at home. An American auto executive in Japan said: "Forcing Japanese industry overseas is perhaps the clearest example of sluggishness at home. They cannot sell nearly as many cars as they want at home, so they have to push their overseas sales." At best, however, even with government stimulatory measures, Japan's automobile market will grow by only 3 to 5 percent a year in the 1980s. The reason is that the market, like narrow Japanese roads, is saturated.

Even if the government fully liberalized automobile imports — relieving the host of nontariff barriers which remain, and stimulated the Japanese economy to the hilt — it would not do much to stimulate automobile imports into Japan. Since the "pie" of automobile sales is expanding very slowly (perhaps 2 percent this year), and many Japanese auto companies are experiencing lower sales and lower profits, the auto companies would remain under great pressure to ex-

port half their products, just to stay in business.

Japan's policy makers also find their hands tied in a different way, as a result of their success in promoting energy saving measures. In the past, any growth in domestic demand would automatically lead to vast new expenditures in iron ore, coking coal, crude oil and

other key minerals. But with the development of energy-saving technologies, now widely dispersed through industry, each expansion in Japan's domestic demand leads to an ever smaller expansion in demand for vital imports of raw materials.

Thus, even if planners begrudgingly took the stimulatory mea-

asures that foreign pressure now demands, they would be less certain it would have the desirable impact on trade balances that it had in the past. "Certainly," said one government official, "we would have to stimulate things more, and take the risk of greater inflationary impact, in order to reach the same desired goal."

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## For 9 Trade Giants, a Crossroad

(Continued from Page 105)

factory; Mexican industrial salt to Canada; Canadian pulp to Europe; European petrochemicals to the United States or American petrochemicals to southeast Asia — and so on.

"Hopefully, it is not self-deception for us to believe that the shosha will have an important role to play as a facilitator and a participant in new trade flows involving both the advanced and developing nations of their world, including those of the Pacific Rim and those farther away."

"With the world economy growing more and more interdependent, the shosha really needs to make itself indispensable as an agent for bringing together the necessary elements for progress and assuring a smooth trade — whether the matter at hand is a new petrochemical plant in Saudi Arabia, or a modern pineapple farming operation in Thailand, or a joint manufacturing venture in the United States."

"To realize this ambition, the shosha must be prepared to do more than collect commissions on routine shipments of commodities. And, in fact, we are doing more. For one, we have put our organiza-

tion abilities to work as a prime contractor for world-scale projects ranging from power plants to international airports. In these, we bring together the expertise of companies from many different countries and may even get involved in the construction of supporting infrastructure such as urban development programs in the developing countries, including high-rise apartment buildings, schools, hospitals, communications systems and television stations.

## Marketing Subsidiaries

"Where the project is some sort of processing or production facility, such as a petrochemical plant, we may also be involved in the supply of raw materials and the marketing of the finished product."

"On the whole, we are gearing up to be more aggressive and aggressive marketers of goods of all kinds. An increase in the number of internal marketing teams and marketing subsidiaries throughout the shosha's global network could be one near-term sign of the times."

"Perhaps the single most important key to the shosha's future is its emergence as a risk-taking equity-holding partner in those

world regions and product lines in which it is most critically involved.

In Brunei, for example, Mitsubishi is partners with the government and with Royal Dutch Shell in developing a substantial liquefied natural gas industry. At the suggestion of the government, we have also undertaken a rather exciting new experiment to create a cattle breeding industry there."

"In the United States, our largest trading partner and a major focus of our investment activity, we are making a nine-figure investment in partnership with the Kennecott Corporation to modernize that company's Chino, New Mexico, copper mine. In Australia, we are partners in ventures ranging from coal and iron ore, to automobile assembly and wool processing for export."

"Certainly, not all of the shosha's investments have been mammoth in scale, and the field has hardly been exhausted, but I think we should see the trend accelerate in the years ahead, particularly in those countries that offer a stable and secure economic environment."

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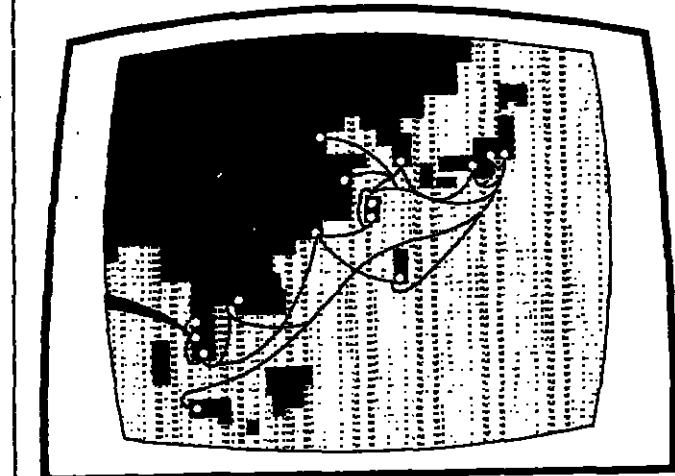
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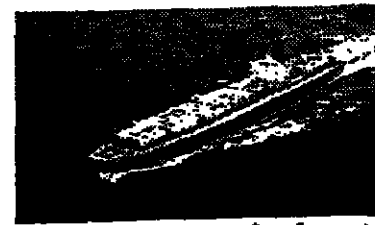
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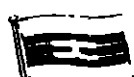
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## JAPAN

## Irritations Grow Over Difference of Views on Trade Liberalization

TOKYO — As tension persists in Japan's relations with its Western trading partners, Tokyo's government leaders are showing signs of a growing irritation with what seems to be a lack of appreciation of their determined efforts to open the nation's market wider to foreign products.

Unlike their attitude in some previous disputes, they are now reacting vigorously to continued pressure from the United States and the European Economic Community for further measures to facilitate access to the world's second largest consumer market after that of the United States.

When the EEC Council of Ministers was recently reported considering the idea of invoking the General Agreement on Tariffs and Trade (GATT), Article 23, against Japan, Shintaro Abe, Minister of International Trade and Industry (MITI), bluntly invited the EEC to "reflect on its own behavior before finding fault with Japan."

"The EEC applies discriminatory measures against the importation of 51 Japanese goods," he said. "It further imposes a surtax

on agricultural imports. In effect, it is restricting trade to a greater extent than Japan does."

Article 23 can be invoked when a GATT member believes that international trade rules are being nullified or impaired.

Similarly, when the United States called for a further liberalization of the services sector in Japan, the Ministry of Finance promptly retorted that the banking, securities and insurance markets in this country were already entirely open, adding that foreign businesses in those fields were accorded equal or even better treatment than Japanese firms.

Not content with such defensive actions, Japan is turning the tables on its critics. It will soon officially complain that the United States and Australia are trampling on GATT rules.

It intends to take before the GATT Commission, invoking Article 23, the increase in the American import tariff on automobile cab chassis from 4 percent to 25 percent and the Australian limitation on the importation of Japanese-made video tape recorders. Bilateral talks on these two issues have proven unproductive.

This litigious mood reflects a growing and pervasive feeling among the Japanese that their country is being used as a whipping boy for the world's economic troubles, in spite of their having bent over backward to lessen trade frictions.

Their position is that they have not done anything wrong except to succeed. Being thus convinced that they are right, they tend to consider that the U.S. and European trade deficits with Japan are the fault of the West.

A typical comment is that made by Yasushi Hara, editor for international economic affairs of the influential Asahi Shimbun newspaper, who said that Western nations risk embarking on a "dangerous path if they continue making a scapegoat of Japan," and added: "It is time for Japan to shed its small-country complex and to take up the role of a major nation."

Japan last year had a trade surplus of \$10.3 billion with the EEC and \$18.08 billion with the United States.

Therefore did not require further action.

At the same time, the government created the Office of the Trade Ombudsman (OTO), headed by the deputy chief cabinet secretary. He will coordinate the operations of the new offices established in 12 ministries and agencies to listen to trade grievances and seek their disposal.

The blueprint for this sweeping action was drawn up by an ad hoc committee on external trade problems of the ruling Liberal-Democratic Party in 22 meetings held since its establishment on Dec. 9.

## Swift Action

This swift action, compared to the usual inchworm pace of Japanese government decisions on trade, reflected the seriousness with which government and business viewed their trade problems.

The party committee that pushed through these reforms with unprecedented speed was chaired by Masumi Ezaki, who once headed the MITI, which, from the 1950s to the mid-60s, earned the ill-fame of being the bastion of hidebound protectionism.

The official dogma observed by the bureaucrats then was that Japan was a poor island nation without natural resources that has to import raw materials and export manufactured products while remaining self-sufficient in agriculture and manufactured goods in order to survive.

"We wanted these steps to be taken at the initiative of elected representatives of the people so that the world would know that our nation was in favor them," said Taisuo Mizukami, president of the Japan Foreign Trade Council, in an interview. Mr. Mizukami, a former president and later chairman of Mitsui Co., Japan's second largest trading house, said he had long been an advocate of free trade because it brings mutual benefits to it participants.

Mr. Mizukami declared that he had campaigned for the last 30 years to enable foreign business to have freer access to the Japanese market, together with his successor at the head of the mammoth firm, Yoshizo Ikeda, who is chairman of the private Manufactured Products Import Promotion Organization (MIPRO).

## Trade Liberalization

In addition to the dismantling of nontariff barriers, the Japanese government decided to advance, by two years, a reduction in customs tariffs for 1,650 industrial products.

These cuts were agreed upon in the so-called Tokyo Round of multilateral trade negotiations under GATT auspices in 1979. Under the terms of the agreement, Japan was to cut by 50 percent its tariffs on

industrial products against 31 percent for the United States and 27 percent by the EEC. These cuts were to be implemented by eight equal installments beginning in January, 1980. Japan has unilaterally increased the first installment by two-eighths. As a result, Japan's overall import duties will fall to 3.2 percent on the average, bringing them to the lowest level among major industrial countries.

With this trade liberalization package, Japan's leaders hoped to see the reduction in the pent-up resentment of the United States and the EEC that had developed through the years over their frustration in being unable to penetrate the Japanese market.

"This positive response on our part should be understood as reflecting Japan's maximum efforts and sincerity," Foreign Minister Yoshio Sakuruchi declared to foreign correspondents at the time.

Voluntary Restraints

Many Japanese are concerned with this persistent attitude on the part of their country's Western trading partners, which, they contend, seems to ignore the concessions Japan has made to ease trade frictions by reducing its merchandise trade surplus.

They point to the voluntary restraints that Japan has adopted on exports of automobiles and television sets, to the admission of foreign bidders to government procurement, to the sending of official import missions abroad to buy foreign goods, to the imports of commercial aircraft to be leased to foreign airlines and to the purchase of Japanese ships from their foreign owners.

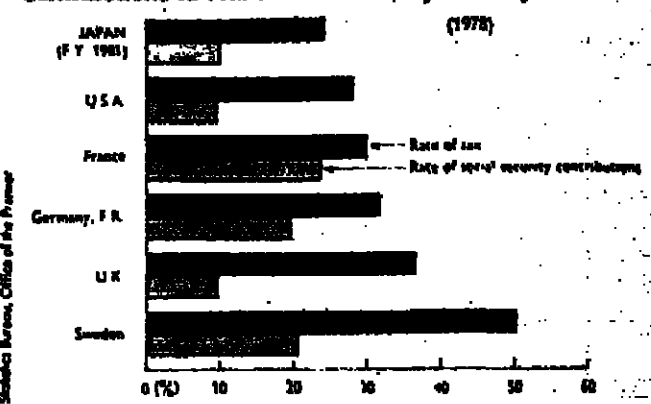
Government agencies such as the Japan External Trade Organization (JETRO), originally set up to promote Japanese exports, now produce marketing surveys for foreign commodities with a sales potential in the Japanese market and organize trade fairs and seminars for the benefit of foreign exporters.

Japanese big business, they add, has offered marketing assistance to foreign businessmen while MIPRO holds exhibitions of foreign products to acquaint the Japanese public with what can be bought abroad.

One major Japanese electronics firm has even run advertisements offering to assist exporters in promoting their sales in Japan. The ads were headlined: "We export our products; we can import yours."

Against this background, Mr. Ezaki, who nailed together the package for eliminating or lowering nontariff barriers, said he hoped that "exporting countries will make sufficient efforts" to take advantage of the newly adopted measures, while Foreign Minister Sakuruchi said that it was now up to American and European businessmen to exploit Japan's market liberalization efforts to increase the sales of their goods in this country.

## Rates of Tax and Social Security Contributions to National Income, by Country



other hand, limit the quantity of imports.

The labyrinthine structure of the Japanese distribution system has frequently been described by foreign businessmen as a nontariff barrier against imports. They look upon it as a nightmare that runs counter to their ideas of efficiency.

"The large number of middlemen in this system," Mr. Nakamura said, "does slow down the flow of commodities and increases their price because of the trading margins collected at each stage of the distribution pipeline."

"However, the system has its roots in the Japanese social structure, having a long history that can be traced back to feudal days. Besides, wholesalers play an important financial role in the domestic commercial establishment as retailers need credit to operate."

On this subject, Mr. Mizukami observed that Japanese companies "have to live with this distribution system. They also have to deal with wholesalers to dispose of their goods. It is therefore wrong to say that the system is specifically designed to impede the flow of imported products."

"There are 930 Japanese enterprises in the United States, where 22,000 Japanese are employed," he said. "In Japan, we have 170 American businesses with 1,600 U.S. citizens working in them. As for Europeans, many of them tend to consider Japan as a part of the Asian market."

"They do not take into consideration the character of our consumer market, which strongly reflects our cultural level. Japanese consumers have come to require high quality in the goods they buy. When you consider that we have a population in excess of 100 million, with a high purchasing power, it is a promising market."

But he added: "To penetrate it, foreign businessmen must not forget that we are an industrially developed nation where goods that are welcomed in other parts of Asia are not necessarily well received."

— ROBERT Y. HORIGUCHI

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## JAPAN

New City  
For 1990s

(Continued from Page 75)

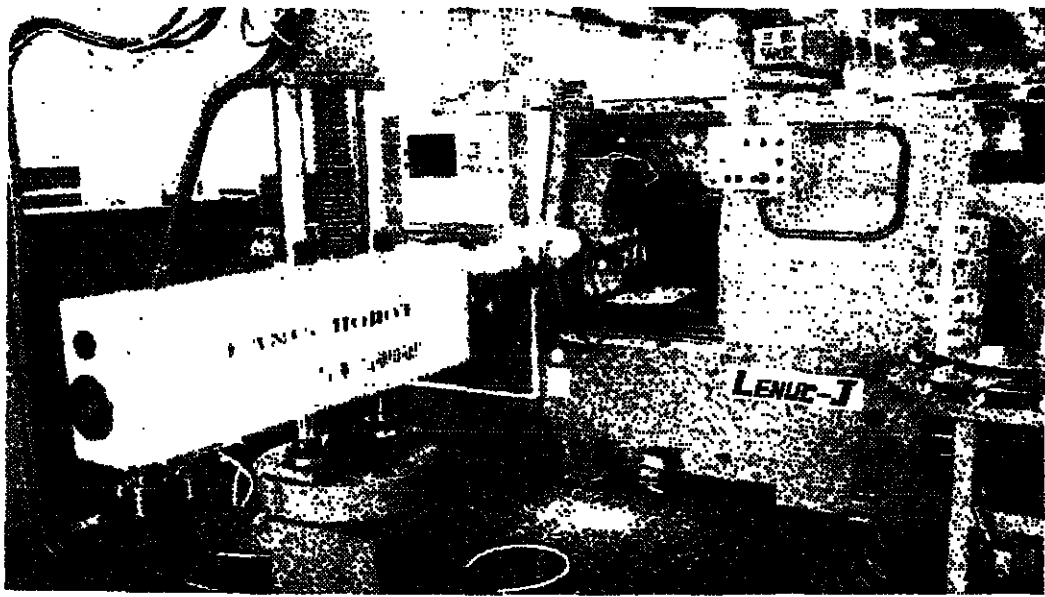
with technological knowledge seeming to increase by geometric progression, millions of Japanese may not have to commute to work at all. They could instead stay in their own homes, each equipped with a computer for job, research or study — and communicate entirely by facsimile transmission. Japan's quasi-governmental Nippon Telegraph and Telephone Company (NTT) has installed the first fiber-optical test cables over which ordinary home subscribers will routinely send facsimile messages by the year 2000.

It is possible to transmit facsimiles by ordinary coaxial cables made of copper, say NTT engineers, but fiber-optical wiring heralds a wideband service or single digital system carrying telephone conversations along with data, radio and TV programs, plus handwritten notes. The problem now, according to Nobuhiko Horikawa, chief researcher in NTT's engineering bureau, is that transmission of video signals over existing cables is simply too expensive for most consumers. With fiber-optics, NTT expects to keep increasing the capacity of each fiber and to pack at least five times more than now fit into a cross-section.

Add to the advantages of fiber-optics the proliferation of information retained in computers, and you have the answer to one of Japan's most vexing problems in communicating — namely that educated Japanese read approximately 10,000 different Kanji or Chinese characters in addition to their own 48-letter Hiragana and Katakana alphabets, the latter used largely for words picked up from foreign languages.

The need for vast memory banks to store up all these thoughts has doubtless lent urgency to the quest for the ultimate in microchips. Five Japanese manufacturers now have 40 percent of the world market in 64K-bit Random Access Memory (RAM) chips, each of which can store slightly more than 64,000 pieces of information, and are experimentally producing 256K RAM chips with four times the memory. The 64K chip can retain 300 Kanji, the 256K as many as 3,000 — and the 1,000K, or megabit, expected in several years, will absorb all of them.

With at least two Japanese companies claiming to produce the world's fastest computer, the Japanese believe that their own manufacturers are nearly, if not exactly,



CREATING THE CREATORS: A Tokyo factory turns out industrial robot machinery.

on the same level as IBM. The No. 1 company for computers in Japan, Fujitsu, is developing a gallium-arsenide semiconductor that will be 25 times faster than silicon and will probably turn out fifth-generation computers, responding to voice commands and reading charts and graphs, by the 1990s.

The key to that feat may be the Josephson Junction device that conveys electrons faster than any other type through super-thin pieces of metal at a temperature of 270 degrees below zero. While Fujitsu gears up to manufacture its HEMT or High-Speed Mobility Transistor with gallium arsenide, both MITI and the government's Science and Technology Agency are financing the research needed to perfect the Josephson Junction in the race to beat IBM into mass production.

Equally dramatic is the scramble to increase the speed at which people transport themselves and their products. Japan National Railways (JNR) plans to lengthen, from 7 kilometers to 30, the track on the southern island of Kyushu on which it has already tested a train speeding along 10 centimeters above ground at speeds up to 514 kilometers per hour.

By the late 1990s, said Jiro Hanayama, a policy planning officer at the Ministry of Transport, the JNR will have inaugurated a regular service on a super-conducting magnetic levitation railway system designed to replace the vaunted "shinkansen" or bullet trains, which are already speeding along at more than 200 k.p.h. from Kyushu to Tokyo — and which are on the verge of running on new routes to the northern island of Hokkaido.

Ahead of the rest of the world on rails, Japan ranks a respectable if distant third to the United States and the Soviet Union in the rush to outer space with 11 satellites launched by the National Space Development Agency from Tanegashima Island, south of Kyushu.

## Three-Stage System

In the latest launching last August, NASDA for the first time put up a geosynchronous satellite — one that remains stationary over the equator — with its own technology. Japanese manufacturers are building the components for a new three-stage launching system which NASDA expects will put up satellites weighing as much as 800 kilograms — more than twice as heavy as any Japanese satellite now in orbit — by 1986.

While probing the universe, the Japanese are exploring the root chemical of existence with research on DNA. Japan's pharmaceutical, chemical and food industries are investing as much as half of their research budgets on producing enzymes and amino acids by fermentation processes benefiting from centuries of experience in brewing sake, soy sauce and miso, the salty-tasting substance often used in Japanese soup.

A typical example of such research is a program supported by MITI for producing alcohol from wastes like orange peels — and for making yeast more resistant to alcohol so it will not be necessary to distill it so extensively. "The Japanese are behind the United States in research on recombinant DNA," said Justin Bloom, who recently finished six years as science and technology counselor at the U.S. Embassy here, "but they are

considered the front-runner in application of this science."

In the race to catch up, keep pace or stay ahead, the Japanese suffer from one great handicap — the nation's lack of raw materials, notably crude oil. The answer to that problem lies in part in MITI's Sunshine Project for extracting energy from the sun's rays, from geothermal resources and from coal liquefaction and gasification — all in addition to programs for drastically changing the number of nuclear power stations and substituting coal for oil in heavy industries.

Sanyo Corporation is building homes complete with vacuum solar cells, and cameras and pocket calculators powered by light rays are on the market. The next step, logically, is a factory run on solar energy stored underground in hot-water tanks — another possibility for testing in a technopolis of the 1990s.

## Japanese Ingenuity

Is there any limit to the ingenuity of the Japanese in confronting the impact of future shock?

In the Tokyo suburb of Mitaka, a smiling entrepreneur of Korean descent named Kuniyase Ase, who never attended high school, demonstrates a startlingly imaginative perception of a coming era. Three years after opening a "capsule hotel" with berths for 70 persons, he is marketing his "life capsules" in Japan and soon will export them. Large enough for one to sleep in, equipped with TV, fold-out writing table and reading lamp, the life capsule may be as significant an omen of the next century as the last word in robots or computers.

## The Shaping Up of a Lopsided Economy

(Continued from Page 75)

cits, the government is committed to reducing expenditure, rather than expanding it.

A further reduction in interest rates also seems to be ruled out. The wide gap between Japanese and U.S. interest rates is largely responsible for the current serious undervaluation of the yen. To widen the gap further would invite even more trade trouble and friction.

The one bright spot on the horizon is the low rate of inflation — now less than 4 percent a year. If and when U.S. interest rates fall, the government can move quickly to loosen money policies.

## Trade Issue

The other possibility is to try to solve the trade issue, and so find new markets for Japanese exports. Contrary to popular belief, the past oil shocks helped rather than hurt the Japanese economy. High prices for oil imports allowed exports to expand rapidly and pushed Japanese industry into important energy-saving investments.

In the same way today, a rapid liberalization of the Japanese economy to reduce trade criticisms and expand imports would also help rather than harm. But the Japanese seem determined to keep to their present conservative course in trade matters.

Most Japanese commentators remain surprisingly optimistic about the immediate future for their economy. Most are predicting a GNP growth of around 4 percent for the coming fiscal year. The government target is 5.2 percent, despite the fact that its 4.1-percent target for this year seems unlikely to be reached.

Some faith is pinned on a slow recovery in the world economy, allowing Japan to go back to export-led growth, though the recent trade pressures on Japan from both the European Economic Community and the United States will doubtless blunt optimism in this direction.

## Domestic Demand

But the main hope is for a recovery in domestic demand. From a fall of 0.6 percent in 1980 and a very small growth in fiscal 1981, consumer spending, it is hoped, will rise by a real 3.9 percent in 1982. Housing is supposed to rise by around 10 percent, as compared to virtually zero growth in fiscal 1981. In a startling reversal of the current situation, domestic demand is supposed to contribute to 80 percent of growth, leaving only 20 percent for the export sector.

In effect, the planners hope that

1982 will see the beginning of a rebound from the suppression of demand over the last two years. The other hope is that the annual wage negotiations this spring will lead to some improvement in consumer purchasing willingness.

Under the impact of the second round of oil price increases, real wages have shown very slow rates of growth in recent years, and last year may even have turned downward. But with a nominal wage increase of 6 to 7 percent expected this year, and low inflation rates, some improvement in consumer confidence is expected.

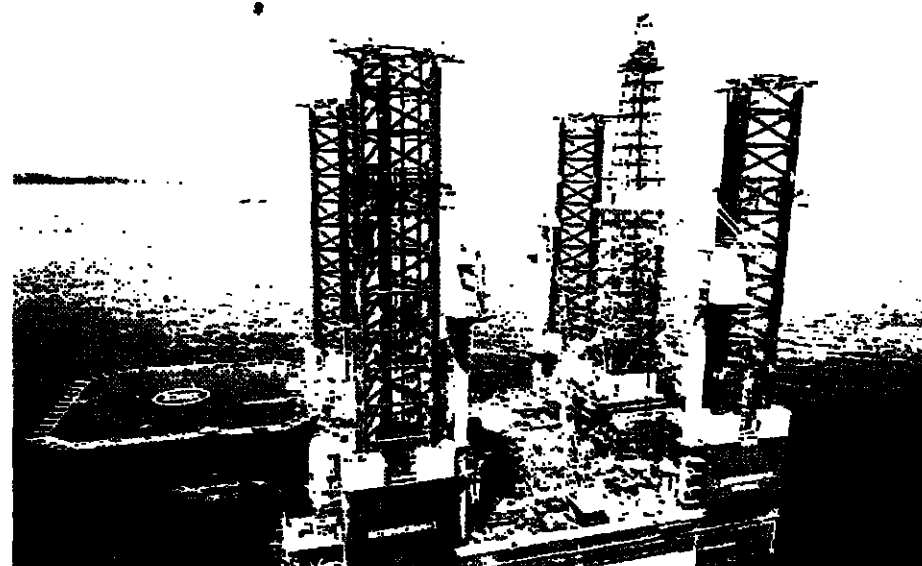
On the other hand, big wage increases add a further burden to the heavily depressed small and medium-scale industries that underpin much of the Japanese economy. And the continuing increase in the personal tax burden, with the government for the third year in succession resisting pressure to adjust tax rates for inflation, will also have a depressing effect.

Given these problems, some are beginning to speculate whether the government might not be forced in the near future to take another look at the possibility of reflationary policies. Deliberate reflation

would also do something to take the edge off current trade criticisms.

The discount rate could be lowered from its present 5.5 percent, bringing down interest rates from the current 8-to-9-percent level. Already there is some talk of the government's bringing forward public works spending in the next fiscal year, and perhaps even considering some increase in the planned budget.

But in the long term, a complete restructuring of the Japanese economy will be needed.

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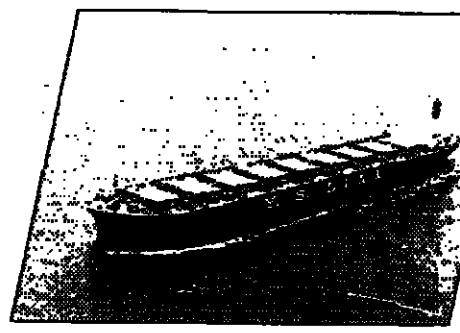
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## JAPAN



## Taking a Look Behind The Dazzling Figures

By Robert J. Samuelson

**TOKYO**—In the middle of this city, you can visit a model housing development. By American standards, the homes are modest, even a bit cramped. But in Japan, they are luxury homes, and the saleswoman showing them admits that the builder doesn't expect to sell many. The idea is to attract customers and then persuade them to buy smaller models.

Visiting the housing project provides a useful reminder that, for all its accomplishments, Japan is still behind the West in many areas. The notion of Japan as No. 1—the catchy title of a book by a Harvard professor a few years ago—needs considerable qualification.

There are two Japans: one with considerable flaws, the other a spectacular success story.

The differences are important if Americans are to keep Japan's economic advance in perspective. Failing to recognize the weaknesses risks creating a national inferiority complex, a feeling that Japan is doing everything right and the United States, everything wrong. But Japan's success also has a lot to teach Americans.

### Dazzling Statistics

The first Japan is less than the economic miracle it's cracked up to be. To be sure, its performance—by the statistics—has been dazzling. Between 1950 and 1980, its per capita income rose from one-thirteenth of the U.S. level to about four-fifths. Japan's recent economic record has been especially impressive. In the 1970s, its annual growth averaged 5.3 percent, compared with 2.8 percent for the United States and 3.1 percent for West Germany.

But the statistics hide major differences between the United States

*The economic miracle that has taken place in the last two decades is impressive, indeed, but the nation is still burdened with its own inefficiencies.*

and Japan that represent a huge gap in real living standards—a gap that may take decades to bridge.

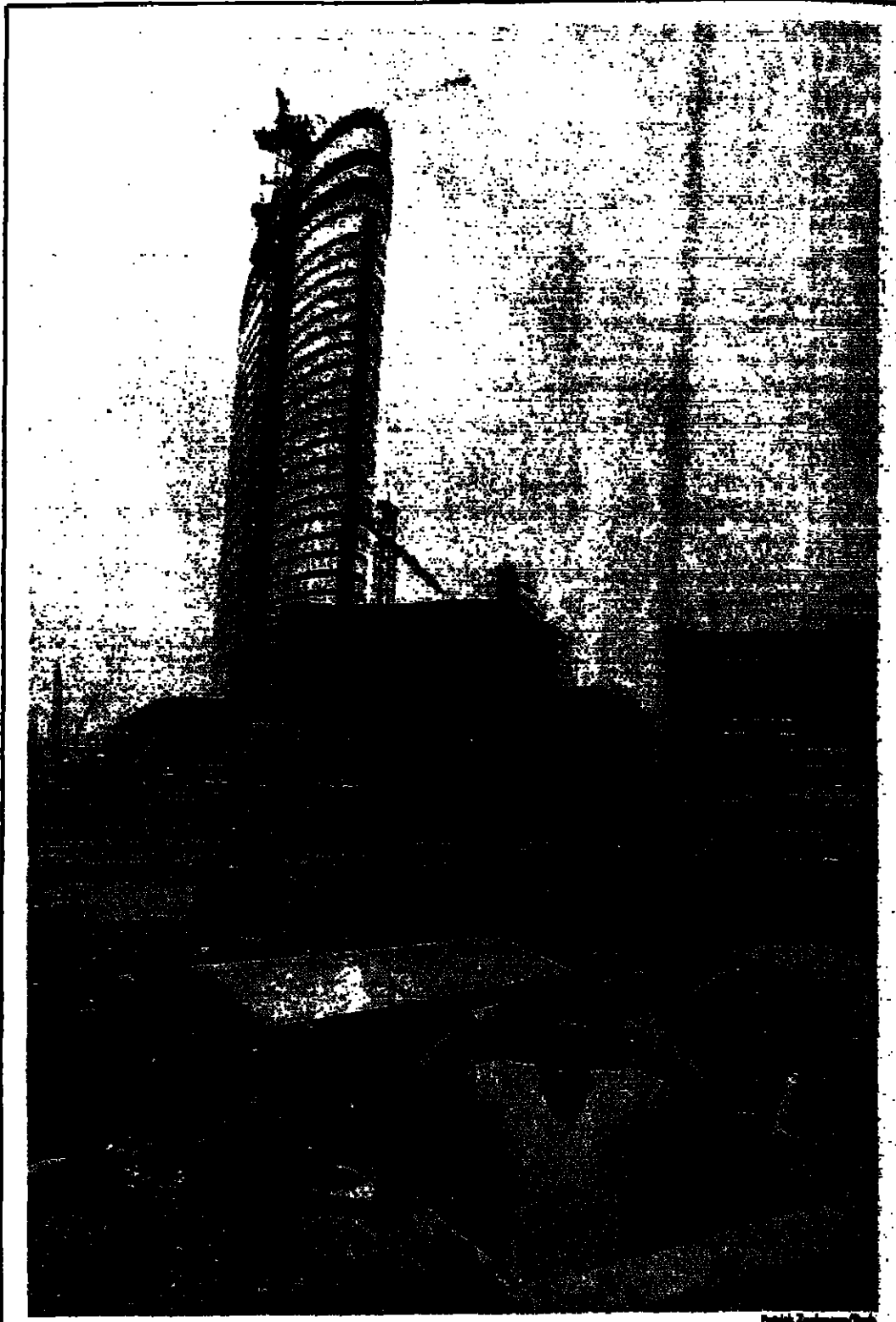
Housing is the most conspicuous. The average Japanese family has living space of about 850 square feet, slightly more than half the average for Americans. Attributing this to Japan's high population density is a mistake: Belgium's population density exceeds Japan's, but living space is considerably greater. The culprits are the peculiarities of land ownership, boosting real estate prices, and steep construction costs.

Leisure time represents another huge difference. Workers in banks, government offices and many small shops and firms still work part-time on Saturdays. Vacations and paid holidays are fewer than in the West; a two-week summer vacation is rare. And people work longer. In 1980, nearly half of Japanese men over 65 worked, compared with one-fifth in the United States.

Finally, the Japanese spend a far larger portion of their income (nearly 30 percent) for food than do Americans (about 20 percent), and they receive less. This reflects not only the superior agricultural endowment of the United States but also Japan's costly policy of subsidizing small, part-time farmers.

To cite these shortcomings is not to demean the Japanese achievement. Most Japanese now live an essentially middle-class existence—something not true 20 years ago—and not even a decade ago, almost everyone worked a six-day week. But the country is burdened with its own inefficiencies. It has a huge sector of small firms, where productivity and wages are lower than in the bigger, export-oriented companies. With about half the population of the United States, for instance, Japan has almost the same number of retail stores.

Little of this seeps abroad, where the second Japan—the spectacular success story—dominates public consciousness. Its auto and steel industries are prob-



**CAN DO, BOSS:** A workman takes only a moment to oblige a photographer before he continues his tasks on a construction project on Kobe Port Island.

ably the world's most efficient; in electronics, it leads in consumer products (stereos, calculators) and is challenging U.S. firms in semiconductors and computers.

Tadao Uchida, an economist at Tokyo University, attributes this superior performance to management and worker attitudes toward technology. Engineers, he says, are far more likely to rise to top management. Equally important, workers generally accept new technologies. Both management and workers see a common interest, reduced costs and increased sales.

### Inflation Held Down

Similar attitudes affect economic growth. Japan is exceptional among highly industrialized nations in having avoided a pronounced collision between a tight money policy designed to bring inflation down and rapidly rising wages designed to keep up with past inflation. Imported energy represents 85 percent of Japan's supplies, yet after the 1979-80 oil price explosion, Japanese workers accepted about a 7-percent wage increase. Inflation was held to 8 percent in 1980 and has subsequently dropped to about 5 percent.

What underpins these Japanese attitudes is insecurity. As a nation, Japan feels enormously vulnerable to outside events. It imports not only most of its energy but also much of its food and many critical industrial commodities, such as coal and iron ore. The word that recurs in conversations with Japanese is "survival." The Japanese are obsessed with maintaining their competitiveness. They must export to import.

The contrast with the United States and Europe is painful. Even in the direct circumstances, U.S. workers and managers often cannot assert common interests. Only recently, General Motors Corp. and the United Auto Workers confirmed this by failing to reduce labor costs as a way to revive depressed car sales. The paradox is unmistakable: Feeling enormously insecure, the Japanese have so far insulated their economy from the uncertainties of the United States and Western Europe—they are suffering with a vengeance.

Whether Japan's good fortune will continue is unclear. Much of its recent growth has reflected

buoyant exports. As Daniel Yergin recently pointed out in *The New Republic*, Japan remains exposed to the West's slump and to protectionism. Moreover, its economic vital signs—productivity, wages and overall growth—have weakened since the early 1970s. Americans can take no comfort from this. The United States is still wealthier, but Japan has managed itself far better. Mainly, it has not taken economic success for granted. It has developed a national sense of self-restraint and drive; attitudes as much as methods explain its achievement.

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## JAPAN



## 'Foreign Affiliates': Tenacity And Drive Are Big Advantage

TOKYO — Since 1967, when Japan began dismantling the most restrictive controls in the world on foreign investment, Tokyo's Ministry of International Trade and Industry (MITI) has kept a yearly tab on what it vaguely refers to as "foreign business affiliates" operating in the country.

Under this diffuse official label come all firms with foreign interests, ranging from those with a minimal 15 percent non-Japanese equity share to those of total foreign ownership.

MITI reported, on the basis of its latest survey last November, that collectively, the companies under this broad definition had aggregate assets of about \$43 billion, employed 261,000 people and had sales of approximately \$62 billion in fiscal year 1979 that ended on March 31, 1980. This constituted 22 percent of the aggregate assets of all business corporations in the country, 1 percent of the employed work force and 2 percent of total sales.

According to the survey, companies engaged in commerce predominated at 44.1 percent, exceeding for the first time in 14 years those in the manufacturing industries, which stood at 42.8 percent.

### Foreign Affiliates

This trend also was evident among foreign affiliates established during the survey period. Commercial firms represented 53.4 percent, while manufacturing industries accounted for 32.4 percent. Those in the service industry represented 8.1 percent and "other industries" were 4.9 percent of the total.

Foreign affiliated firms are generally small in terms of capitalization. Those capitalized at less than \$435,000 constituted 65.2 percent of the total in fiscal year 1979. This tendency was also exhibited by newly established firms, 43.9 percent of them being capitalized at less than \$43,500, the ministry reported.

To arrive at these figures, MITI stated, it had distributed questionnaires to 2,281 "foreign affiliated companies," and 1,638 responded. Of these, the ministry continued, 1,315 gave what it called "valid responses," trimming the response rate to 57.7 percent. However, said the report, this final group surveyed represented 87 percent of the total capital of all companies originally questioned.

On the basis of these valid responses, MITI continued, it has established that firms in the manufacturing sector producing chemicals and general machinery were the most numerous, being tied at 9.7 percent, followed in decreasing numbers by those engaged in electrical machinery, pharmaceuticals, foodstuffs, transportation equipment, ceramics, precision machinery, nonferrous metals, textiles, metal products, oil and coal products and textiles.

### Sales and Assets

Foreign affiliates engaged in oil-products manufacturing accounted for 32 percent of the aggregate sales and 35 percent of the aggregate assets of all companies coming under that definition.

Both the sales and the total assets of foreign-affiliated firms recorded an increase during the year under review, as did their after-tax net profits, which grew 21.7 percent against the previous fiscal year, but this was considerably lower than the 40.3-percent increase reported by all business corporations in Japan during the same period, according to MITI's analysis.

However, the net profit to sales ratio of foreign affiliates continued to remain higher at 2 percent than the 1.2 percent recorded by all businesses in the country.

When compared with major Japanese firms in all industry groups, the growth achieved by leading foreign affiliates, capitalized at more than \$4.3 million, exceeded that of the domestic companies but their productivity fell below

that of national firms for the first time since the surveys were started 14 years ago.

Multinational corporations have invested in the Japanese food, paper and pulp, pharmaceutical, textile, chemical, oil, rubber, electrical machinery, electronics, nonferrous metal, ceramic, transportation equipment, general machinery and entertainment industries.

In fiscal year 1979, 18.5 percent of the foreign affiliates operating in Japan were linked to multinationals and these accounted for 82.6 percent of the sales of foreign affiliated firms, 82.1 percent of their after-tax net profits and 72.8 percent of their employees.

Among the multinationals, 127 were American and 28 were of other nationalities. American investments were most frequent in such industries as pharmaceuticals, ceramics (glass), precision machinery and general machinery. Among the non-American multinationals, a high participation was recorded in the chemical industry, with fewer entries in the petroleum, transportation equipment and other industrial sectors.

The opening-up of the Japanese economy to foreign investment began in 1964 when Japan joined the Organization for Economic Cooperation and Development amid mounting criticism among its trad-

**U.S. manufacturing investments have averaged an 18.5-percent return, but only after some had five years of losses...**

ing partners that it was pursuing a policy of "insular internationalism" by trading and investing internationally while maintaining insular restrictions domestically.

The liberalization process, carried out at various stages, was slow and was not completed until 1972. Until then, Japan permitted direct foreign investment only when it seemed necessary in order to obtain certain essential foreign technology not available by mere licensing contracts. Even then, the Japanese government favored direct investments in the form of joint ventures with equal 50-50 equity holdings.

Only minority interests were allowed for foreigners in manufacturing joint ventures, the major exceptions being firms continuing from pre-war days or so-called "yen-based companies."

The latter referred to foreign-owned corporations established without government approval. These were denied access to foreign exchange allocations for imports and to guarantees for the repatriation of their profits.

The establishment of such yen-based companies, however, was banned in 1963 as Japan prepared to join the OECD.

### Liberalization Program

When the first stage of the liberalization program got under way in 1967, out of 30 wholly owned foreign manufacturing companies, 29 were originally yen-based while another 29 foreign enterprises of pre-World War II vintage were still operating. Seventeen of these were European.

Included among them were Shell, IBM, NCR, Yokokama Rubber, Sumitomo Rubber (Dunlop), Toyo Otis elevators, Teikoku Sanso, subsidiary of France's Air Liquide, and Nestle.

The American and British-owned firms had been seized as enemy property after Pearl Harbor while the French company later suffered the same fate. These properties were restored to their original owners after Japan's surrender. Nestle, being Swiss-owned, was

not affected. When the liberalization program was completed in 1972, foreign interests remained barred from investing in agriculture, real estate, the petrochemical, nuclear, space, armaments, aircraft and computer industries.

The latter was struck from the prohibited list in 1975 while restrictions on foreign equity share ownership were also gradually relaxed.

### Foreign Ownership

By fiscal year 1979, 53 percent of all foreign affiliated firms were more than half-foreign owned, with 37.3 percent of them wholly foreign owned. This trend toward foreign ownership in excess of 50 percent was particularly noticeable in newly established companies, rising to 62.9 percent in 1979 from 46.4 percent six years earlier, MITI reported.

European and Asian affiliates have a larger ratio of foreign ownership than those with American investments. This is especially true for the Swiss and the French, where 100-percent-foreign-owned firms accounted for 61 percent and 52 percent, respectively, of the total number of such companies.

However, when measured by amount of capital, firms with more than \$435,000 accounted for 44 percent of the American affiliates against 29.9 percent for the European and 10.5 percent for the Asian.

While 55.6 percent of the American affiliates were engaged in manufacturing industries, companies with European investments were in the majority (53.3 percent) of a commercial nature while the activities of Asian affiliates were also commercial.

### Revision of Laws

A fundamental revision of Japan's laws aimed at liberalizing capital transactions, trade and investment, was carried out last year.

This amended version of the 1949 Foreign Exchange and Foreign Trade Control Law that went into effect on Dec. 1, incorporates the earlier Foreign Investment Law.

While hedged with restrictions aimed at preventing the takeover of domestic enterprises by foreign investors, whether they be individuals or organizations, it widened the door to direct foreign investment.

Even before this liberalization went into effect, direct foreign investments increased in the current fiscal half-year from April to September, amounting to \$213 million — 77.5 percent up over the corresponding period a year ago, according to the Ministry of Finance. These investments were made in 482 cases, up from 388 cases in the comparable six months of last year.

### Investment Climate

Among these investments, \$51 million were made by Americans, \$8 million each by French and West Germans, \$6 million by British, \$5 million by Swiss and \$3 million by Italians.

Commenting on the investment climate in Japan, a veteran American businessman pointed out that U.S. manufacturing investments have averaged an 18.5-percent return but only after some of them underwent losses for five years or more. "The race can be run but only by corporations capable of great tenacity, patience and drive," he said.

In the last two years, U.S. companies such as Goodyear, Bell and Howell, Gulf Oil and Pfizer have pulled up stakes from the Japanese business arena.

Also giving up the race, to name only an outstanding few, were Household Finance, which had been operating for only three years, and the Grolier Publishing Co., which pioneered the door-to-door sale of encyclopedias in Japan. It had been in the country for 16 years.

— ROBERT Y. HORIGUCHI

## The Powerful Automobile Industry Looks Homeward

(Continued from Page 75)  
to the way in which production is managed. Despite all the publicity, there is little difference between the level of automation in Japan's car factories and the more modern ones in the United States or Europe.

### Number of Advantages

Toyota and Nissan have a number of advantages over their foreign competitors — in wage levels, flexibility of operation, the industry structure and the justifiably famous just-in-time production-control system. Wages at Toyota and Nissan are about 65 percent of the levels in the United States, but that is understating the Japanese advantage. The reason for this is that the Japanese companies make a fairly small proportion of the parts they use, and that their subcontractors pay considerably lower wages.

This is a feature of Japanese industry, where smaller companies do not expect to be able to pay as much as large ones, and for every person working at Toyota there is at least one other working for a subcontractor, doing a 45-48-hour week with limited fringe benefits. Thus, the real wage level in the Japanese auto industry is probably about half of that in the United States, where auto workers are paid more highly than other industrial workers.

In the Japanese auto industry, the shop-floor workers are not restricted by union regulations to do certain jobs. For example, the machine operator does a substantial amount of maintenance on his machine, and people are switched from job to job as demand fluctuates. Therefore, instead of a big team of specialists only — and that means lower manning levels, and lower overall wage costs. This pattern is reflected in other departments.

In the "just-in-time" production-control system, components and sub-assemblies are produced only as they are used. In the normal production-control system, each department is told how many parts must be built that day. With the just-in-time system, the department is allowed to build parts only as they are used by the next department down the line.

In practice, this means that there would be only about 100 parts waiting to be used at any work station in the factory.

### Cost Advantage System

The same system is used between suppliers and the main factories, thus Japanese auto factories generally have tiny stores compared with those in the United States or Europe. According to investigations in the United States, Japan's auto industry runs on an inventory valued at about \$300 million, against more than \$8 billion for the U.S. industry, which is producing fewer vehicles. The just-in-time system, developed by Toyota, is clearly giving the Japanese a big cost advantage, which is magnified by the flexibility of the workforce and the low cost of parts.

But if those advantages were created by Japan's ingenuity, why should it restrain exports? To start with, Japan's auto industry was able to become so strong only because it was protected while it was small and its products were being produced at noncompetitive prices.

Nachiro Amaya, former Vice Minister for International Affairs with the Ministry of International Trade and Industry, recently admitted that "the United States gave Japan a 10-year-long respite after Japan joined GATT in 1955." Thus, until 1965, the Japanese had their own market to themselves, and expanded at an extraordinary rate while improving efficiency. Without that respite, Mr. Amaya conceded, Japan's auto industry would not be as strong as it is today.

But if Japan's auto industry is to become truly international, it must manufacture in its biggest markets. Both Ford and GM have operated on this policy for many years —

Ford started building cars in Britain soon after World War I — as have such multinationals as IBM, ITT and ICI. Indeed, most of the Japanese electronics companies have recognized the need to manufacture in the United States and Europe.

Among the Japanese auto companies, Honda was the first to adopt a truly international policy. Said Kiyoshi Kawashima, president last year: "In our motorcycle business, there is an even split in manufacture — one third is produced and sold in Japan, one-third

is exported from Japan and one-third is made overseas. This will be the guiding principle in our auto operations in the future."

Thus, Honda will start producing Accords in a factory in Ohio next year at the rate of 150,000 units a year. It has also licensed British Leyland (BL) to build the Ballade sedan under the name of Triumph Acclaim in Britain for sale throughout the European Economic Community (EEC). Production started last fall, and should build up to 85,000 units a year.

In addition, Honda and BL have plans to design a new "executive class" car with an engine of 2-3 liters, which will be built in Japan and Britain starting in 1985.

Meanwhile, Nissan has followed a policy of internationalization as well. It bought an interest in Motor Iberica, in Spain, for its commercial vehicle manufacturing base in Europe. Then next year, its small truck factory at Smyrna, Tennessee, will start building about 120,000 vehicles per year. Also next year, Alfa Romeo will start building cars with Nissan

bodies and Alfa Romeo engines in Italy.

Nissan's most ambitious overseas project is to build a car plant in Britain with a capacity of over 300,000 units per year. A decision on this project is expected soon, with production due to start in 1985-1986. On top of that, Nissan has agreed to build the Volkswagen Santana in Japan, albeit at the rate of only 60,000 units per year, starting in October 1983. About 48,000 of these cars are due to be sold in Japan and the rest exported to Southeast Asia.

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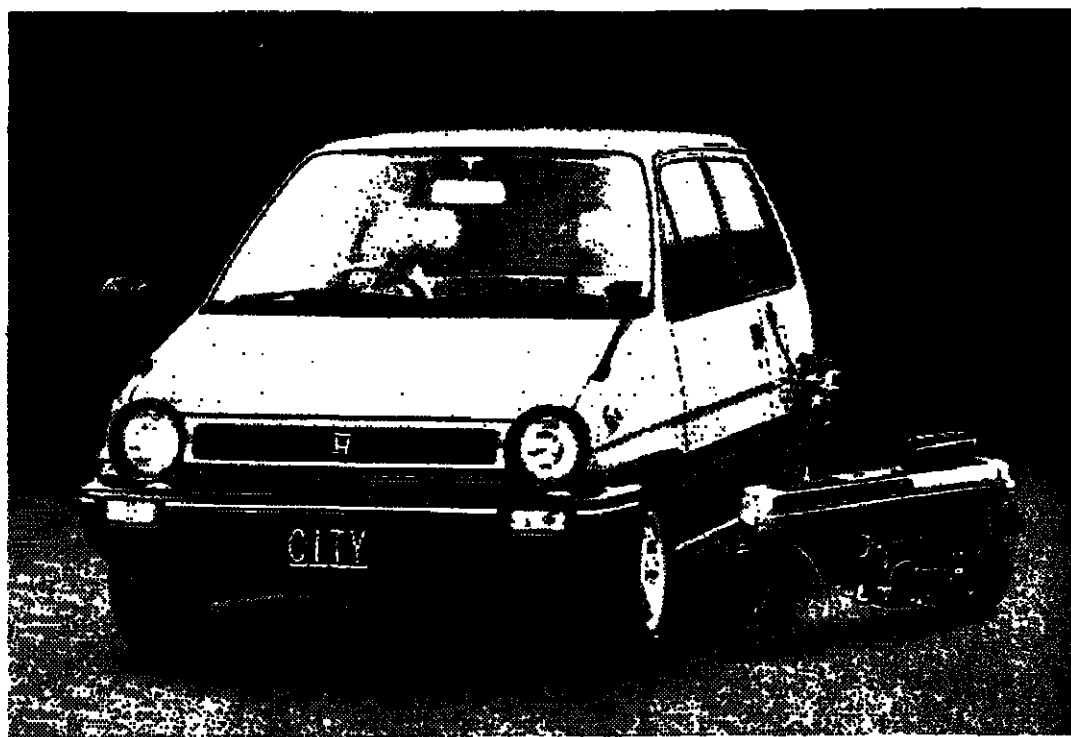
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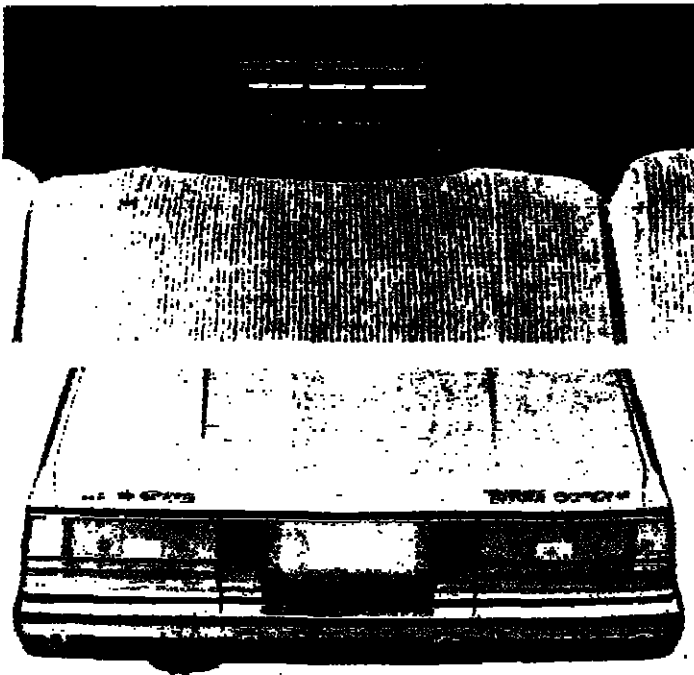
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## JAPAN



Honda's City is small but has good room inside, including space for a tiny scooter.



The latest Toyota Corona is equipped with a sonar device that warns the driver when he backs toward an obstruction.

## Fuel Economy Drive: A Turn for the Purse

TOKYO — In recent years, there has been a complete change in the level of technology of Japanese cars. Suddenly, electronics are everywhere; there are some high-performance cars, front-wheel drive is becoming common and there is one small car that rivals the European models in providing a lot of passenger space in a small vehicle.

The spur for these changes came when the Americans started to "downsize" their huge gas-guzzlers, and the Japanese realized that they would no longer be able to dominate the bottom end of the market.

To meet this challenge, Nissan redesigned two of its biggest selling sub-compacts, the Sunny and the Stanza. Previously, these were rear-drive sedans with very little interior space, average performance and inferior ride and handling qualities. The new models are neatly styled, and are as spacious inside as their European competitors. In addition, they are powered by new engines that are light and conserve fuel. Steering and suspension have been transformed, although they do not yet challenge the best European cars.

Toyota began expanding its range into the luxury-coupe market and introduced the Soarer,

which shares many mechanical components with the Calica, last year. It had a new 2.8-liter engine producing 170 horsepower, more than was previously available from a car of this size in Japan. The Soarer broke new ground for Toyota with its comfortable interior, good steering, ride, overall performance (the maximum speed is about 130 miles per hour) and in the use of electronics.

Mitsubishi Motors, whose engines have been at the top of the league in Japan for some time, won an accolade from no less a source than Porsche, the German maker of high-performance cars. For its new 944, Porsche obtained a license from Mitsubishi for the "silent shaft" design, which reduces the vibration level of four-cylinder engines.

Mitsubishi has also introduced a number of turbocharged engines, including one of only 1.4 liters for its small front-wheel-drive hatchback. Then came the MD (modulated displacement) engine, which is intended to reduce fuel consumption during low-speed driving. There is an electrohydraulic system that cuts out two of the four cylinders at low speeds.

The engine operates on two cylinders normally when it is idling and at speeds of up to 43 m.p.h. In



Nissan's new front-wheel drive Stanza, in this case modified for a disabled driver.

city driving, fuel consumption is claimed to be cut by as much as 25 percent.

The car that leads the new wave of Japanese technology is the Honda City, introduced at the Tokyo Motor Show last fall. It has a 1.2-liter engine and is 133 inches long, the same length as the British Leyland Mini-Metro and the Fiat Panda.

Honda engineers have made the City higher than the European models so the passengers sit more upright, adding to the comfort. It is also light, owing to the use of high-strength steel and plastics, while the engine is made from aluminum.

Although these designs stand out for certain features, the in-

crease in the use of electronics has been general. For example, Nissan, Toyota, Toyo Kogyo, Mitsubishi and Isuzu are using electronic controls for fuel injection, thus gaining better performance with reduced air pollution.

### On-Board Computers

Toyota is also using electronics to control an automatic transmission, while on-board computers, electronic controls to maintain a steady cruising speed and electronically controlled air conditioners are all commonplace.

With the Soarer, Toyota became the first Japanese company to use a full electronic display for speedometer, tachometer, fuel and water-temperature gauges. The

speedometer has a digital readout, while the tachometer is in a strip form.

Since then, Nissan, Subaru, Mitsubishi and Isuzu cars with electronic displays have been introduced. Meanwhile, Honda has developed a remarkable device to help drivers navigate their way around strange cities.

There is a display screen that plots the course and maps are overlaid to find the car's position.

All of these ideas and products have emerged in the last year or so, and seem to be just the beginning of an era in which innovation is as much expected from Japanese automakers as it is from their counterparts in Europe.

—JOHN HARTLEY

## Wave of Caution Lapping At Market for Western Art

TOKYO — The vogue of the newly rich Japanese entrepreneur snapping up works of Western art with the same passion with which Japanese take photographs has died as surely as last year's fashions.

"They've become more cautious," a European art dealer in Tokyo said, trying to persuade Japanese collectors and dealers to purchase works by European artists at prices that might have appeared as bargains two or three years ago. "Some of them probably feel they were exploited."

Department stores still exhibit collections of French Impressionist paintings, the most popular of the Western styles. Private collectors as well as huge corporations display their prizes with a pride befitting the cost, but Japanese art lovers basically seem more sophisticated and wiser than they were at the onset of the Western art boom 10 or 15 years ago.

"If we can find high quality in Western art, we are still prepared to buy," said a Tokyo dealer, carefully assessing the boom-and-bust quality of the Western art fad here. "Not only Japanese but everybody in the world likes French painting," he said, a trifle defensively, "but the art market for the past two or three years has been more quiet."

"Perhaps people are more selective and choosy," he said with an optimism hardly borne out under the current conditions of a rather stagnant economy. "We are hoping that rich people might start to think of buying works of art as a step against inflation." Right now, he said, "People are a little careful."

### Dealers Withdraw

The withdrawal of Japanese dealers from world art markets has been especially noticeable to Sir John Figgess, a director of Christie's, now in the throes of deciding whether or not to keep staging annual auctions here after introducing the Western-style art auction to Japan in 1980.

"About eight or nine years ago, before the first oil shock, there was a tremendous boom in art," recalled Sir John, a former British army colonel who spent 20 years in Japan in diplomatic and official posts before joining Christie's in 1971. "Then the boom simply busted," — a debacle that he attributes to the first oil shock provoked by the 1973 Middle East war as well as to the changing tastes of Japanese buyers.

"In the late 1970s," said Sir John, "the Japanese were again buying — that is, until the second oil shock of 1979." Since then, he said, "we have seen very little activity on the part of Japanese dealers on the world art market."

The timing was unfortunate for Sir John's viewpoint, since Christie's, in 1980, staged its first auction — a much-publicized affair that resulted in \$47.8 million in total sales. The total plunged to approximately 40 percent of that last year and fell again in February's auction to about \$15 million, not enough for Christie's to break even on expenses.

Just as revealing, Christie's this year focused largely on European prints along with Japanese style paintings, known as Yokohama. "The market here has calmed down too much for European paintings," said a Christie's representative as Sir John himself waited to conduct the auction in Japanese. "Japanese buyers, when they do buy, prefer to go to London or Paris themselves" — very much in contrast with 1979 and 1980 when paintings by Chagall and Renoir, among others, were the star attractions.

Most discouraging about the latest auction was what a visiting French dealer perceived as the lack of "passion." There was little real feeling in the bidding — just a sense of mechanical listlessness

in most cases as the prices gradually edged up to an average level below original estimates.

"I don't think the Japanese understand this auction system," said a Japanese collector who had never before attended an auction. "People who are interested in European art may find it of some use as an investment," he said, "but we don't have many opportunities to deal in auctions."

Sir John, who has been responsible for Christie's auctions here from the outset, believes they could turn into a Japanese tradition once the Japanese grow accustomed to them. "We are becoming more efficient in operating here," he said. "We believe, in time, it will be worth it. It's a question of conditioning people to the idea of the public auction."

Beyond that almost technical point, Sir John believes that the essential strength of the Japanese economy will justify the exercise. Moreover, he said, "the potential of the art market is great" so great that he firmly believes that Christie's



"Man With a Wheelbarrow," by Millet

Dealers are hoping for a turnaround

should keep the foothold it has in the expectation of furthering the investment in yet another Japanese craze for Western art.

"The Japanese have learned a lot in the past 20 years about Western paintings," said Sir John. "The top dealers have studied the market. You've got a stagnant situation here. It's dicey, but when things recover, you can usually get better prices here than in London."

The Japanese themselves, if they are not investing in Western art as they did in the first rush to demonstrate their prowess in the market, often lend support to this viewpoint.

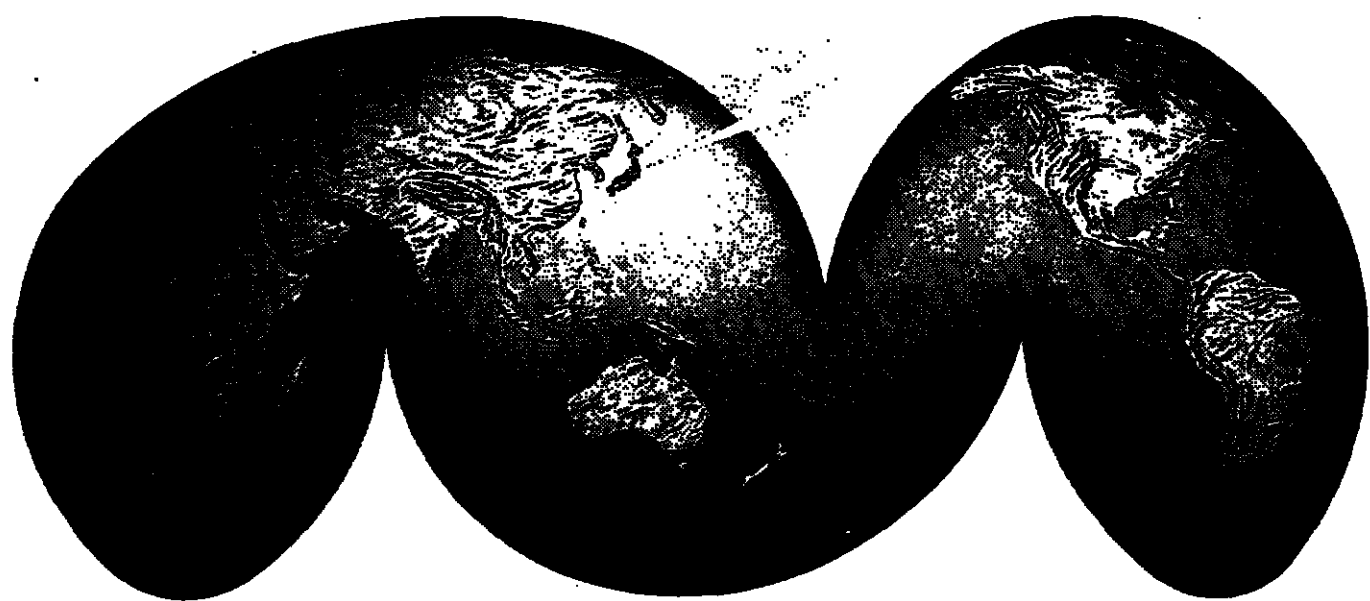
"Basically, the number of people interested in European art is increasing," said Tomozo Ogura, the owner of a gallery in Tokyo. "We're interested in works that would be acceptable anywhere in the world." As proof, he noted that an exhibition of paintings by the French artist Millet opened here in the spring — "and many people will be interested."

A private collector, Dr. Shigeo Ito, said proudly that he had acquired 15 works in the Christie's auction at a cost of approximately \$15,000. "I wish they had such auctions more often," said Dr. Ito, who maintains a kind of rotating exhibit in his clinic in Gifu City near Nagoya.

"Japanese concentrate on well-known artists," said Dr. Ito, indirectly admitting the fascination with the image of the artist rather than his work. "but we appreciate European paintings much more than before and are happy to have them everywhere where everybody can see them."

—DONALD KIRK

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dm 18B	Australia	7 1/4	92 Dec	9 1/2	7.24 7.25 6.52
dm 18C	Australia	6 3/4	93 Apr	9 1/2	7.11 7.25 6.48
dm 18D	Australia	6 3/4	93 Jul	9 1/2	7.11 7.25 6.48
dm 18E	Australia	7 1/4	94 Jan	9 1/2	7.24 7.25 6.52
dm 22A	Australia	8 1/4	94 Oct	10 1/2	7.24 7.25 6.52
dm 22B	Australia	8 1/4	94 Oct	10 1/2	7.24 7.25 6.52
dm 22C	Australia	5 3/4	99 Mar	9 1/2	6.28 6.21 5.89
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dm 22CQ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CR	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CS	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CT	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CU	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CV	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CW	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CX	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CY	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22CZ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DA	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DB	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DC	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DD	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DE	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DF	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DG	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DH	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DI	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DJ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DK	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DL	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DM	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DN	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DO	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DP	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DQ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DR	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DS	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DT	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DU	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DV	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DW	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DX	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DY	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22DZ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EA	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EB	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EC	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22ED	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EE	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EF	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EG	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EH	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EI	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EJ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EK	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EL	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EM	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EN	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EO	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EP	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EQ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22ER	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22ES	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22ET	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EU	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EV	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EW	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EX	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EY	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22EZ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FA	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FB	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FC	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FD	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FE	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FF	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FG	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FH	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FI	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FJ	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FK	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FL	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	7.28 7.29 7.09
dm 22FM	Commonwealth Ind Dev Co	6 3/4	94 Jun	9 1/2	

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## CONVERTIBLE BONDS

Asset	Security	Middle Price	Conv. Period	Conv. Price	Conv. Prem.	Conv. 20%
<b>STRENGTH</b>						
5.25	Apple Inc.	174 1/4	1 Oct 79	100	52 1/2	6.47
5.25	Apple Inc.	174 1/4	3 Mar 80	100	52 1/2	6.47
5.25	Apple Inc.	174 1/4	3 Mar 82	100	52 1/2	6.47
5.75	Alcoa Inc.	57 1/2	15 Oct 79	30	27 1/2	1.25
5.75	Alcoa Inc.	57 1/2	15 Jan 81	30	27 1/2	1.25
5.75	Alcoa Inc.	57 1/2	15 Jan 82	30	27 1/2	1.25
5.40	Alcoa Inc.	57 1/2	15 Jan 83	30	27 1/2	1.25
5.25	American Bank	12 1/2	1 Jan 79	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 80	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 81	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 82	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 83	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 84	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 85	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 86	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 87	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 88	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 89	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 90	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 91	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 92	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 93	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 94	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 95	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 96	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 97	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 98	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 99	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 00	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 01	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 02	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 03	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 04	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 05	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 06	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 07	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 08	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 09	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 10	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 11	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 12	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 13	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 14	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 15	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 16	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 17	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 18	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 19	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 20	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 21	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 22	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 23	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 24	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 25	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 26	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 27	10	2 1/2	0.25
5.25	American Bank	12 1/2	1 Jan 28	10	2 1/2	0

(Continued on Page 20)

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**March 1982**

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 Arab Turkish Bank  
 Banco Borges e Irmao - Paris Branch  
 Banco Espírito Santo e Commercial de Lisboa - London Branch  
 Banco Totta e Acores - London Branch  
 Chemical Bank  
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 State Bank of India

**Agree**

BANQUE ARABE ET INTERNATIONALE D'INVESTISSEMENT (B.A.I.I.)

February 1982



## Record for Quarter in Eurobonds

(Continued from Page 17)

Malaysia sold \$250 million of 10-year notes bearing interest at a rate of 10 percent over the London interbank offered rate. Investors can expect redemption after seven years and are guaranteed a minimum coupon of 5 1/2 percent.

Ford Credit of Canada made a private placement of \$50 million of 5-year notes with interest set at a rate of 10 percent over the London interbank offered rate.

Allied Irish Banks is offering 100 million of 10-year floating rate notes at a quarter-point over the London interbank offered rate — effectively only 1/4 point over Libor. It also guarantees a minimum coupon of 5 1/2 percent.

Italy's development agency Isveimer is raising \$75 million through a seven-year floating rate note with interest set at the standard quarter-point over Libor. Of note, however, is the minimum guaranteed coupon of 11 percent instead of the standard 5 percent to 6 percent offered on most issues.

### DM Sector Prices Rise

Prices in the Deutsche mark sector rose last week in the wake of the Bundesbank's half-point cut in the special Lombard rate to 9 1/2 percent.

Finland's 150 million DM of seven-year paper, priced at par bearing a coupon of 9 1/2 percent,

ended the week at 9 1/2-10 1/2 and the recent issues for Sweden and Gaz de France, priced at par, were quoted at modest premiums.

Currently on offer is a 100-million-DM, seven-year private placement for the World Bank bearing a coupon of 9 1/2 percent and priced at par.

The remaining issues scheduled to be launched include 200 million DM for the Austrian Kontrollbank on Wednesday, 150 million DM for the Inter-American Development Bank the following Wednesday, 100 million DM for Eurofima and 150 million DM for the Asian Development Bank on April 6.

In the sterling market, Quebec sold \$35 million of five-year notes at par bearing a coupon of 15 1/2 percent. The size of the issue was increased from the \$30 million initially announced.

The World Bank is expected to offer \$100 million of five-year notes this week with the yield pegged at about 14 1/2 percent.

### Security Pacific to Sell Notes

LOS ANGELES (Reuters) — Security Pacific Corp. said Friday it will sell \$150 million of three- or six-month discount Eurobonds rolled over for a final maturity of seven years. A spokesman said the financing is similar to a revolving credit agreement but will be sold to institutions or corporations.

### Consolidated Trading

Of NYSE Listings

Week Ended March 19, 1982

Securities

High Low Last Close

IBM 160 158 159 158 1/4

Exxon 40 39 40 39 3/4

Sony 12 11 12 11 1/2

Timex 28 27 28 27 1/2

Motor 20 19 20 19 1/2

DoCo 18 17 18 17 1/2

Amstar 14 13 14 13 1/2

General 12 11 12 11 1/2

Wmco 10 9 10 9 1/2

ATT 12 11 12 11 1/2

Chrysler 18 17 18 17 1/2

RCA 12 11 12 11 1/2

Morrell 14 13 14 13 1/2

Goodyear 12 11 12 11 1/2

Schlumberger 14 13 14 13 1/2

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## Little Slow-Up Steel Problems Reflect on Free Trade Issue

(Continued from Page 17)

dized producers" that could "prevent Europe from developing a fully competitive new generation of industries," the British council warned.

While the United States sees itself as a minor offender in subsidies, Europeans point out that U.S. state and local governments try to attract industrial investment with financial incentives that are often difficult to track. And Europeans argue that the Reagan defense budget amounts to a huge federal subsidy to technology development.

In the Tokyo round of GATT

negotiations, the big Western powers tried to curb subsidies through a "code of conduct" to be enforced by a complaints procedure. The new system is off to a shaky start.

In Geneva, the United States is accusing the Common Market of subsidizing high-cost European farm exports.

But governments have been reluctant to accuse each other of subsidizing industrial goods.

In addition, governments and industries often limit trade through informal agreements.

Japanese automobile and television makers have made many "voluntary" agreements to limit exports

to Western countries. And the big industrial countries recently renewed the man-made fiber agreement, restricting textile exports from low-cost producers.

Jan Tumlir, GATT's chief economist, calls this "pragmatic cartelization." In 15 years, he reckons, the portion of world trade subject to administrative controls has increased from 40 percent to nearly half, even while tariffs fell.

The danger, he argues, is that contemporary protectionism will have the same pernicious effects as tariffs — rewarding inefficiency and encouraging still more protection.

### Kreditlux Indices

(Base 100 Mar. 1, 1977)

March 19

Industrials, US & Europe

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## Procter & Gamble Is Found Negligent in Tampon Case

New York Times Service

DENVER — A federal jury has found that the Procter & Gamble Co. was negligent and offered a \$5 million judgment when it put Rely tampons on the market, but the jurors did not award any damages to a Colorado teen-ager who sued the company.

After nearly 20 hours of deli-

beration over four days, the jury said Friday that it found the Cincinnati-based company at fault for inadequately testing the Rely tampon and for marketing a defective product.







[illegible]







# Louisville, Georgetown Gain NCAA's Final Four



Irish flyhalf Ollie Campbell, right, arrives to help tackle French flyhalf Jean-Patrick Lescarboura.

## French Rugger Thwart Irish, 22-9

By Bob Donahue

PARIS — France reinforced its front by a hard trio of recalled veterans, outbatted Ireland in rugby Saturday, winning comfortably, 22-9, by two tries, a conversion and four penalty goals to the three penalty goals that Ollie Campbell managed in six attempts.

Any of these three missed penalties, or the dropped goal Campbell attempted early in the second half when his forwards were making a last desperate effort to tame the French pack, would have taken the Irish set points this year past the Five Nations championship record of 46 that he set two years ago. He ended with 46 again.

That was irrelevant. Unbeaten Ireland, going for its second grand slam ever and its first in the lifetime of its oldest player Saturday, was "well beaten" as coach Tom Kiernan put it. Three-defeated France revived with a vengeance on the annual championship's final day.

### Versions

There were two versions of what happened — the match picture that emerged from the routine testimony of players and officials, and a competitive but half-congratulatory tale that had Saturday night's "smoggy" buzz.

The conjecture was that some Irishmen were only moderately hungry for victory, despite a heavy media buildup and such solemnities as the conveying to Paris from his present home in Zambia of Jack Kyle, a star of the 1948 team that achieved Ireland's one and only grand slam.

As soon as the team arrived at its hotel Thursday night, senior forwards headed off into the Paris night. Friday morning, at the shabby/hotel far out of the city where the French players were cloistered, French officials told them that Irish forwards had run foul of the Paris police in a hushed-up tangle shortly before dawn. (Independent confirmation was obtained Saturday from a sober source in the nightlife district of St. Germain-des-Près.)

Late Friday came an announcement that Willy Duggan, the 6-foot-3, 33-year-old No. 8 whose combativeness and world-class skill were a special worry to the French team, was out of the match with a fractured wrist bone. The official explanation was that the injury occurred in training Thursday before the team left Ireland.

After beating Wales and England this year, Ireland's month-long quest for its first sweep against British Isles teams since 1949. That "triple crown" and not the grand slam, Kiernan acknowledged after Saturday's match, had been the prime objective.

So much for preliminaries. On the field, the French, badly need-

ing a victory to save their season, won the forward battle of punishment and intimidation in the scrums; the victory points duly followed as Ireland's forwards succumbed in the second half.

The first action after France kicked off was a French scrum within dripping range for flyhalf Jean-Patrick Lescarboura. While he tried and missed, the explosive scrum erupted in fighting. The penalty was against right prop Gerry Blomfield, and left wing Serge Blanco kicked it for France.

### Better Running

Ireland's captain, hooker Ciaran Fitzgerald, soon needed two injury stoppages, but 20 minutes were gone before Campbell got a first penalty shot. He missed, from just over 50 meters, then connected from 30 when French hooker Philippe Dintrens was penalized for butting.

The better running was being done by the French, but there was little of it. Lescarboura and fullback Serge Gabernet were playing control tactics, punting long to keep their pack trotting forward and Campbell out of range of the goal. He managed two more penalty kicks before halftime, though, connecting once. The teams changed ends with Ireland ahead, 6-3.

But Fitzgerald was worried. The important business was being done in the dark of the scrums, and he told his men they would have to do the same. The two halves huddled, leaving two stewings of orange peels smack between which, now, Ireland's kickoff led directly to a French scrum in the middle of the field.

"They were transformed," French left prop Pierre Dospital said later of the Irish in that scrum and the next one. "But we watched them." For the two front rows, the scrum was over and domination was established. What remained was the matter of putting points on the board, which still showed Ireland ahead.

From a lineout won, as often, by

the French No. 8, Jean-Luc Joliet, captain Jean-Pierre Rives set up a maul and scrumhalf Pierre Berbizier sent Lescarboura running. The big flyhalf drew Irish defenders and chip-kicked past them for Blanco, who beat wing Trevor Ringland to the ball, kicked it on and burst into overtime. Blanco's drive onto the ball brought the partisan full house to its feet and put France in the lead for good.

As the Irish scrambled to score before confidence jelled throughout the French team, a pass from flanker Fergus Slattery, intended for Campbell, went to ground when right wing Michel Fabre attempted an interception. For Fitzgerald, that failure when a score was badly needed, followed instead by points for France — when Gabernet kicked a penalty in the second half's 18th minute — foretold the outcome.

"It's hard for the players mentally," Fitzgerald said, "when you're not getting the scores and you're on the receiving end."

Was Duggan missed? "We obviously missed his physical strength," the captain said. "It's the likes of Willy you need out there." (He vigorously confirmed the official explanation of Duggan's injury.)

Blanco and Gabernet kicked two more penalties; in all, they connected five times out of six. Campbell's third penalty came in the 37th minute of the half. At the end, Dintrens hooked the ball in an Irish scrum near the French line, and Berbizier and Lescarboura put center Patrick Mesny over for France's second try. Gabernet's conversion made it 22-9.

Props Dospital and Robert Parneporborde and lock Jean-François Imberson, who were on France's grand slam-winning team last year, returned against Ireland determined to prove they should never have been dropped.

"It feels," the 220-pound Parneporborde chirped after his shower, "like just winning the grand slam again."

## Scots, With 34-18 Triumph, Stop Home Streak of Welsh

CARDIFF, Wales — Scotland ended a 27-match Welsh unbeaten streak at home in the Five Nations championship with a 34-18 victory here Saturday. The Scots scored five tries.

After Welsh fullback Gwyn Evans kicked the first of his four penalty goals, a punt from Gareth Davies, the Welsh captain, found Scottish left wing Roger Baird, who attacked from near his line. No. 8 Iain Ewan and lock Alan Taites carried on, and flanker Jim Calder got a spectacular try.

### NHL Standings

Wales Conference			
Team	W	L	GP
NY Islanders	15	9	34
NY Rangers	15	13	28
Philadelphia	15	13	28
Pittsburgh	15	13	28
Washington	15	13	28
Adams	15	13	28
Montreal	15	13	28
Quebec	15	13	28
Winnipeg	15	13	28

Campbell Conference			
Team	W	L	GP
Los Angeles	15	9	34
San Jose	15	13	28
San Francisco	15	13	28
Edmonton	15	13	28
Calgary	15	13	28
Winnipeg	15	13	28
Manitoba	15	13	28
Quebec	15	13	28
Winnipeg	15	13	28

### Flyers and Sabres Replace Coaches

BOSTON — Two National Hockey League teams, the Buffalo Sabres and Philadelphia Flyers, made coaching changes late Friday. Buffalo General Manager Scotty Bowman took over from Jim Roberts, who will remain as an associate coach, and the Flyers' Pat Quinn gave way to Bob McCammon, who coached the team for 50 games in 1978-79 before Quinn replaced him.

Bowman coached the Sabres for its first 27 games this season, compiling a 14-6-7 record. He turned over the reins, but not the head-coach title, to Roberts in early December; since then the team has been 21-17-8 and has won only two of its last 12 games.

Owner Ed Snider said the 35-29 Flyers "weren't going anywhere" and it has not been the history of this club to throw in the towel.

Quinn had coached Philadelphia to 141-73-48 record, including a record 35-game unbeaten streak and the Stanley Cup finals in 1979-80.

A dropped goal and a try by center Jim Renwick, converted by captain Andy Irvine, offset two more Evans penalties to give Scotland a 13-9 lead at halftime.

As halfbacks Roy Laidlaw and John Rutherford and the back row of Paxton, Calder and Derek White outplayed their Welsh opposite numbers, the confidence demonstrated in the first try movement swelled in the second half.

New wing Jim Pollock, flanker White and center David Johnston scored tries, all converted by Irvine, and Rutherford dropped a goal. For Wales, which missed injured scrumhalf Terry Holmes, No. 8 Eddie Butler got a consolation try that Evans converted.

Superlatives accumulated along with Scotland's points, which added up to its biggest score in Wales in 98 years of visits and its biggest victory over Wales since 1924 in Edinburgh (35-10).

Since a victory in Dublin exactly six years before, Scots had failed to win away in the championship in 11 attempts. Not since 1962 had Scotland won in Wales.

No visiting team had won a Five Nations match in Wales in 27 attempts since 1968, when France won (France managed a draw in 1974). The Cardiff crowd cheered the Scots and jeered at the Welsh team — which finished joint-last with France this year after dominating European rugby in the 1970s. Scotland finished joint-second with England.

The 1982 championship produced a record 54 penalty goals and only 26 tries. Evans totaled 37 points, behind Ireland's Ollie Campbell (46) and ahead of England's Duff Hare (28) and Scotland's Irvine (25).

Scotland totaled seven tries and gave up only two; the try tally was 5-4 for England and France, 5-5 for Ireland and 4-11 for Wales, whose only victory was at home against France Feb. 6.

Final Standings			
Team	W	L	GP
Ireland	15	9	34
England	15	13	28
France	15	13	28
Wales	15	13	28

### Villanova, B.C. Advance

RALEIGH, N.C. — The Big East Conference continued its strong NCAA tournament showing, as Villanova and Boston College advanced to their respective regional finals.

Villanova came away with a 70-66 overtime victory Friday night over Memphis State in an East Regional semifinal here, and Boston College defeated Kansas State, 69-65, in a Midwest semifinal at St. Louis. With Georgetown having gained the final four by winning the West Regional final Saturday, three Big East teams remain in the running for this year's NCAA title.

In the other Eastern semifinal, North Carolina defeated Alabama, 74-69, while Houston shocked Missouri, 79-78, in the second Midwest contest. Friday's winners were to play for their regional championships Sunday.

John Pinone's two free throws broke a tie with 26 seconds left in overtime, and Stewart Granger added two more to clinch it 16 seconds later as Villanova upset Memphis State.

Pinone led all scorers with 19 points; Keith Lee led Memphis State with 14 points despite fouling out with just under five minutes remaining in regulation.

"We deserve to be in the final eight," Pinone said. "Now people will know about Villanova. It is no fluke."

Michael Adams and John Garri combined for 38 points and helped Boston College erase a five-point halftime deficit to beat Kansas State. Adams scored 11 points in the second half and executed a daring steal in the final minutes that helped the Eagles preserve a two-point lead.

Kansas State Coach Jack Hartman said: "They kept firing players in the game. We got very, very tired. Depth was a big factor."

James Worley and Sam Perkins combined for all the points in a 10-2 spur midway through the second half that put North Carolina in control for good against Alabama. The victory was the Tar Heels' 13th in a row.

"I consider us to be a good defensive team, but we couldn't seem to stop them from scoring," said Villanova Coach Coach Dean Smith. "If [Alabama's Eddie] Phillips didn't get in foul trouble, it could have been a different game."

Missouri, trailing by as many as 12 points in the second half, staged a last-gasp rally that fell just short. With six seconds left, Ricky Frazier hit a follow shot to make it 79-76; Missouri then intercepted a pass and Frazier scored the final basket at the buzzer.

Lynden Rose paced Houston's balanced offense with 16 points; Michael Young had 15. Clyde Drexler 14, Akem Abdul Olajuwon 13, Larry Micheaux 11 and Rob Williams 10.

Frazier, the Big Eight Conference player of the year, finished with 29 points — 25 after intermission.

Purdue NIT Semifinalist WEST LAFAYETTE, Ind. (UPI) — Russell Crow scored 26 points and Keith Edmondson added 22 to lead Purdue to an easy 86-68 triumph over Texas A&M Friday night in the third round of the National Invitation basketball tournament. Purdue will play Georgetown in a semifinal game in New York; Bradley will meet Oklahoma in the other semifinal.

Purdue shot 62 percent for the game, hitting 35 of 56 shots from the field, while Texas A&M made only 39 percent of its field goal attempts. A&M's 6-foot-11 center Rudy Woods got in foul trouble early, leaving the game for good with 17:06 left in the second half.

Purdue, playing at Mackey Arena in three straight tournament games, despite starting with a 14-13 deficit, had defeated both Western Kentucky and Rutgers before encountering the Aggies. The Boilermakers won the NIT in 1974, finished second in 1979 and were third last year.

That put Pinone in the final eight. "Now people will know about Villanova. It is no fluke."

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### Hess Takes Slalom Title; Krizaj Wins

From Agency Dispatches ALPE D'HUEZ, France — Erika Hess of Switzerland scored a double triumph Sunday, winning World Cup slalom and giant slalom events here. She capped her fifth slalom race of the season by clinching the 1982 title in that category with 125 points, the maximum possible.

In Kranjska Gora, Yugoslavia, Bojan Krizaj recorded his first World Cup victory of the season Saturday, edging Ingemar Stenmark of Sweden by four-hundredths of a second in a slalom race.

Krizaj, 24, posted a combined time of 1 minute, 38.89 seconds, against Stenmark's 1:39.93. Gruber of Austria was third in 1:39.10.

Both women's races were held to replace events that had been postponed earlier in the season because of poor weather.

The victories Sunday put the 20-year-old Hess in an excellent position to take the 1982 overall championship. With 192 points she is 14 points ahead of her nearest rival, Irene Epple of West Germany. Epple finished ninth in Sunday's giant slalom and 12th in the slalom.

In the giant slalom, Hess clocked two minutes 12.05 seconds to finish ahead of two Americans. A Peter Wedderburn of Scotland, second ahead of Tamara McKinney and 1.02 seconds ahead of Christine Cooper.

In the slalom race Hess was 92-hundredths of a second faster than Daniela Zini of Italy and 1.25 seconds ahead of McKinney, who finished third.

Stenmark led Krizaj by one-hundredth of a second after the first heat. But in the second, he had trouble with one of his skis before he recovered control enough to claim second place.

WOMEN'S GIANT SLALOM  
1. Erika Hess, Switzerland, 1:41.25.  
2. Daniela Zini, Italy, 1:42.57.  
3. Tamara McKinney, U.S., 1:43.29.  
4. Irene Epple, West Germany, 1:44.02.  
5. Peter Wedderburn, Scotland, 1:44.52.  
6. Piero Menzies, Italy, 1:44.54.  
7. Anja Zenz, Yugoslavia, 1:44.57.  
8. Maria Eder, Austria, 1:45.02.  
9. Ursula Konzett, Switzerland, 1:45.78.  
10. Poldine Serret, France, 1:46.75.

WOMEN'S SLALOM  
1. Hess, 1:21.25.  
2. McKinney, 1:22.59.  
3. Zini, 1:23.17.  
4. Epple, 1:23.18.  
5. Wedderburn, 1:23.21.  
6. Menzies, 1:23.21.  
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### Piquet Wins Brazilian Grand Prix

From Agency Dispatches RIO DE JANEIRO — Defending world champion Nelson Piquet of Brazil, driving a Brabham, came from behind Sunday to win the Brazilian Grand Prix formula-1 auto race.

Alain Prost of France had the pole position at the start of the race, but he was unable to hold the lead. At the end of the first lap, the second-place starter, Canadian Gilles Villeneuve, was first in his turbo-charged Ferrari. Villeneuve was followed by Frenchman Rene Arnoux, in a Renault, and Prost was third in his Renault.

Piquet, who had the starting position and finished the first lap in seventh, by the fifth lap, Piquet's strategy became clear.

On that lap he waited behind the Williams of Fina Keke Rosberg, taking advantage of the vacuum created by the race ahead, to

save his car through the long, fast straight. Then, just at the end of the straight, the fastest part of the circuit, Piquet delayed braking and moved left to take Rosberg going into a left-hand bend.

That put Piquet in fifth.

On the 10th lap, Piquet got past Brabham teammate Riccardo Patrese in the same way and at the same point he overtook Rosberg. By this time engine problems had slowed Prost, who had slipped to fifth, and it left Villeneuve and Arnoux ahead of Piquet.

On the 17th lap Piquet pressed the second-placed Arnoux and again at the end of the straight he moved to the left to pass. Arnoux made a mistake in his braking, and in the split-second it took for him to recover both Piquet and Rosberg charged past.

That began one of the race's most dramatic duels. As Piquet was closing on the front-running Villeneuve, Rosberg was closing on Piquet and by the 20th lap was 0.651 seconds behind the Brazilian.

Several times Rosberg moved out to pass and finally succeeded on the 24th lap, only to have Piquet pull ahead of him a few hundred meters later.

On the 26th lap, Rosberg again got past Piquet and took over second. But two laps later Piquet was back again — and on lap No. 30 he took the lead from Villeneuve, who skidded across the track in front of Piquet and dropped out of the race.

After abandoning his car Villeneuve said, "I saw Piquet coming up beside me in my mirror and made a mistake when I put on the breaks going into the curve."

When Piquet saw open track, he took off. Rosberg never threatened him again. After the race Rosberg said: "I just couldn't catch him. I tried but when I realized I couldn't I decided to save the car and settle for second."

Villeneuve's turbo-charged Ferrari is one of the fastest cars on the track. The turbo engine develops close to 600 horsepower, about 100

more than do conventional engines, such as the one Piquet's Brabham uses.

But the turbo does not respond as quickly as the conventional engine, and the turbo is a heavier engine, which gives conventional cars a handling advantage.

Frank Williams, owner of the Williams team, said the 90-degree-plus tropical heat was harder on the drivers than on the cars. After the race Piquet commented, "Physically, it was one of my most difficult races." He said he was wearing a new helmet and he ended up breathing hot rather than cool air. Helmets have special air hoses that are supposed to cool the drivers.

Brazilian Grand Prix  
1. Nelson Piquet, Brazil, 1 hour 43 minutes 53.2 seconds (on a 1000-mile race).  
2. Keke Rosberg, Finland, Williams, 1:44:25.7.  
3. Alain Prost, France, Renault, 1:44:33.1.  
4. John Watson, Britain, McLaren, 1:44:34.12.  
5. Villeneuve, Canada, Ferrari, 1:44:39.7.  
6. Michele Alboreto, Italy, Tyrrell, 1:44:23.9.  
7. Manfred Winkelhock, West Germany, ATS, 1:44:39.7.  
8. Didier Pironi, France, Ferrari, one lap.  
9. Satoru Nakajima, Japan, Williams, two laps.  
10. John Jenkinson, West Germany, March, two laps.

Drivers' Standings  
1. Prost, 10 points.  
2. Piquet, 7.  
3. Rosberg, 6.  
4. Carlos Reutemann, Argentina, 4.  
5. Rene Arnoux, France, and John Watson, England, 3.  
6. Niki Lauda, Austria, 2.  
7. Mansell, 2.  
8. Alboreto, 1.

Turnbull, Jordan Gain Tennis Final  
BOSTON — Wendy Turnbull battled from behind to defeat Andrei Panatta 6-7, 6-0, 6-4, and Kathy Jordan breezed against a nervous Bonnie Gadusck, 6-2,



## Language

## Cari-BE-an Initiative

By William Safire

NEW YORK — The scene is the Roosevelt Room of the White House, filled with pictures and plaques of the two Presidents Roosevelt, across the hall from the Oval Office. It is used to be called the Fish Room, after Secretary of State Hamilton Fish, but visitors kept looking for the aquarium, so the name was changed during the Nixon administration.

Hunched around the table are a passel of pundits, being briefed on the president's "Caribbean basin initiative" by Special Trade Representative William Brock, Assistant Secretary of State Thomas Enders and a guy from the National Security Council whose name I missed.

I went straight for the jugular, pointing to a dichotomy in the administration's approach: How come the STR pronounced it "Car-BE-an" and the State said "Car-IB-ean"? "Both are correct," said Enders instantly, taking the classic State Department position, which holds that no disagreement exists and nothing ever represents a change from the previous statement.

"Tomorrow I get to say 'Car-IB-ean,'" he has to say "Car-IB-ean," replied Brock, relaxed and capable of greater political insight under severe questioning. Although both are correct — even the State Department gets it right now and then — the preferred pronunciation is Car-IB-ean. The word comes from an Indian people — the Caribs — with the accent on the first syllable, sounding much like "Arabs." In the 15th century, members of the Carib tribes dominated northern Brazil and the north coast of South America, and were in the process of taking over the Greater Antilles when the Spaniards arrived and intervened.

Christopher Columbus heard them called Carib in Haiti and Cuba; their propensity for eating their enemies led to the word "cannibal." In both cases, the accent was on the first syllable; later, the Caribs were also called the Caribbees, making a great case for preferring Car-IB-ean.

THE embolism of misused sex terms across the covers of U.S. magazines continues.

When the newly rejuvenated Harper's magazine was seduced by "courtship," its editor was subjected to exorcism. Now Time magazine has gotten itself impregnated with error.

"Time's cover of Feb. 22," writes Mary Kay Pennotti-Byron of Tuxedo Park, N.Y., "maligns Charlie's poor angel Jaclyn Smith. How ungracious to call her an 'expectant actress.' No matter what they think of her talent, she is an actress by profession. And of all times to get her upset! Their cover clearly shows she's pregnant."

In its story on "The New Baby Boom," Time presented a photograph of actress Smith joyfully holding her hands on the baby developing in her body. The only problem was the caption: "Expectant Actress Jaclyn Smith." Smith is indisputably expectant — that is, she is expecting to have a baby. It is accurate to describe her as "expectant," if that adjective is left to stand by itself, because the word has become the most recent euphemism for "pregnant." It is less arch than the French *enceinte*.

"We went with 'expectant actress,'" says Ray Cave, the managing editor of Time, "because, according to our Webster's Third New International Dictionary, 'pregnant' is the first definition listed for 'expectant.' It is therefore not an incorrect usage."

I think the usage was conceived in error. When you are an expectant mother, you are pregnant; when you are an expectant actress, you expect one day to become an actress. "Expectant" means "pregnant" only when the noun following — spoken or understood — is "mother." When the noun that "expectant" modifies is anything else — actress, heiress, magazine editor — the meaning of pregnant vanishes and the more general "expects to become" takes over.

Hell, the permissivist might say, everybody understands that the phrase "expectant actress" accompanying a woman wearing a tent-like dress is intended to mean "pregnant woman who is an actress." Reply: If so, why not say "pregnant actress"? Why invite ambiguity?

New York Times Service

## Miles Davis

By Michael Zwerin

PARIS — Miles Davis has been called Prince of both Darkness and Silence. He once said: "I have to change. It's like a curse."

The enigmatic Davis is known for caustic putdowns, turning his back on the audience, showing up late or not at all, refusing to play encores, driving fast cars, being a clothes horse, womanizing, getting in trouble with the law and his financial negotiating prowess. He can be something of a tyrant with his musicians. And he is known for changing.

Ian Carr's "Miles Davis, A Critical Biography," published recently by Quartet in London, reveals Davis, who will be touring Europe next month, to be a more complex and sympathetic character than his public image. He comes across as proud, brave, loyal and smart, although it is obvious that Carr, a jazz trumpeter with a degree in English literature, is a Miles Davis fan.

Started on Violin

Miles Dewey Davis was born on May 25, 1926, in Alton, Ill. His father was a successful dentist who had a 200-acre farm near East St. Louis. He played violin first and then trumpet and in high school his teacher taught him to play with vibrato, saying: "You're gonna get old any way and start shaking."

The bourgeois teenager went to New York to study at Juilliard and spent "my first week there and my first month's allowance looking for Charlie Parker." He dropped out of Juilliard and joined Parker's quintet when he was 19. Although he struggled with range and speed at first, it was clear that Parker had discovered someone who was, in the words of author James Baldwin, "a miraculously tough and tender man."

Davis began to look for alternatives to what he calls the "tonetic excess of bebop." He quotes Davis: "It's just like clothes. All of a sudden you decide you don't have to wear spats and a flower."

In 1949 Davis formed a quartet which came to be called The Birth of the Cool. His tough and tender music spawned the West Coast school of jazz, and established Davis as a person-

ty apart from Parker. The Cool grew up as Davis and arranger Gil Evans teamed to record "Sketches of Spain" and other big band albums such as "Miles Ahead," which illustrated that intelligent jazz could sell.

He began to win critics' polls and Down Beat readers voted him "Jazz Personality of 1959." One club owner told him: "The trouble with you is that everybody likes you, you little son of a bitch."

Getting More

Davis knows how to get more from his musicians than they think they have. "Don't play what's there, play what's not there," he would tell them; or "Don't play what you know, play what you don't know." His bands were elite schools for future stars like Keith Jarrett, Herbie Hancock, John McLaughlin, Wayne Shorter, Bill Evans, Tony Williams and, of course, John Coltrane.

Coltrane and Davis made the perfect team in the late '50s and early '60s, the former's sheets of sound contrasting organically with Davis' sax. Towards the end of the tenor man's stay with Davis, Coltrane was searching for his own personality and began to play longer and longer solos, sometimes for an hour in the middle of a set that was supposed to be only 45 minutes.

Davis once asked Coltrane: "Man, why don't you play 27 choruses instead of 28?" Coltrane answered: "I get involved in this thing and I don't know how to stop." Davis said: "Try taking the saxophone out of your mouth."

Periodic Refinements

Davis is known for his periodic refinements. He once explained: "I'm retired now because I don't do nothing unless I want to." He would closet himself in his West Side townhouse for weeks at a time, surrounded, it was rumored, by a bevy of beautiful women. He would write, reflect, brood.

For Davis being a superstar was every bit as important as playing music and by the late '60s he saw that he was going to have to make some accommodation to rock if he wanted to keep that status. He said: "I think I

## A Fusion of Musical Tension, Birth of the Cool, Green Trumpets and Periodic Bouts of Brooding



The Miles Davis Way

can put together a better rock 'n' roll band than Jimi Hendrix." Keyboardist Joe Zawinul wrote the title tune to Davis' 1969 jazz-rock album "In a Silent Way." It was a complex tune with many chords, much too busy for the Prince of Silence. Davis told John McLaughlin to "play it like you don't know how to play the guitar." And finally the recorded version has only one chord.

His fusion music was austere ("E-flat for four hours," as saxophonist Dave Liebman once put it), subtle ("It's not the note you play, it's what you do with it," said Davis) and sometimes brooding over the rock beat. The power of the boiling cauldron of electronic sound Davis invented came from its interaction of variation and repetition, of aesthetic and physical elements. And he understood the theatrical element of rock. He started to play

a green trumpet, and dressed in leather waistcoats with thongs, snakeskin pants and bright scarves. Rock audiences ate it up.

The young Miles Davis had been pristine, all-music, but he had not been materially rewarded for having given birth to the cool and the tension and insecurity got to him and there was a bout with heroin. He kicked and became a vegetarian.

Vegetarian

Yet this health nut was always sick. Davis was hospitalized several times for calcium deposits in his hip joints, he suffered from insomnia for years, he was once admitted to a hospital with an ulcer, several times he had to have polyps removed from his vocal chords. The polyps gave him his famous rasp, which a generation of hipsters initiated as one emblem of hipness.

After another retirement in 1975, he came back last autumn with a new album, "The Man With the Horn," and a concert in New York's Avery Fisher Hall. His new, young band was full of electronic thunder, strident guitar chords, plenty of fuzz and echo over a funky R&B-influenced beat. Pointing his amplified trumpet towards the floor, never facing his audience, Davis played his sparse, plaintive, romantic phrases in profile. Despite the jeers of purists, one listener remarked: "Miles opens up melody like a flower."

Last Thanksgiving Day, Nov. 26, he married actress Cindy Tyson, with whom he has had a relationship off and on for years. The ceremony was performed by Atlanta mayor-elect Andrew Young at the home of comedian Bill Cosby. Davis is at the top of the black artistic aristocracy.

Gil Evans explains how he got there: "Miles is not afraid of what he likes. A lot of other musicians are constantly looking around to hear what the next person is doing and worry about whether they themselves are in style. Miles goes his own way."

Miles Davis: Stockholm, April 13-14; Hamburg, April 17; Frankfurt, April 18; London, April 21-22; Milan, April 23-26; The Hague, April 28; Amsterdam, April 29; Paris, May 2-3, Bordeaux, May 6.

## Letter From Italy

## The Greening of Rome

By Louis B. Fleming

ROME — The "Greening of Rome" is being accelerated in an effort to prevent asphalt and concrete from displacing what is left of the gardens and open fields that once characterized the center of the city.

More areas given over to the nature are needed to satisfy a "physiological and psychological need of citizens," Luigi Celantoni Angriani, the city commissioner in charge of gardens and parks, said.

Angriani's office is dominated by a giant azalea that was in full flower the other day. Its delicate pink blossoms a happy distraction from the dismal view of one of those raw sections of Rome that proves his point about the need for open space.

2,500 Acres Added

Last year, Rome added 2,500 acres of open space and Angriani told a visitor: "That was the year of acquisition. This year we want to develop that land into parks and gardens." Rome has only about 87 square feet of park and garden area per capita, he said, about one-third of the green space per capita in London.

Rome has 900 miles of tree-lined streets, but there is little green in the historic center except for the Villa Borghese, now Rome's principal park, and the park-like setting of the Roman Forum and Palatine. The greening process is going to be applied where the emperors walked as well as to the vast housing areas that have developed outside the walls of the city in this century.

The most sensational application of flower power was the transformation — literally overnight — of the Piazza Venezia. When Romans awakened Dec. 5, three beds of cyclamens and pansies bloomed amid huxuriant lawns in a half-acre at the center of the plaza where frenzied crowds once cheered Benito Mussolini as he spoke from the balcony of the stark, 15th-century Palazzo Venezia, which overlooks the piazza.

A crew of 50 gardeners had worked in shifts through the night to achieve the transformation, with minimum effect on traffic. The lawns came in rolls. The plants came from one of the city's two nurseries.

"We are dealing in some ways with a historic development that

restores to the piazza the role and the function of a peaceful meeting place to teach the recovery of the love for nature," Angriani told a reporter at the time.

Now he has even more ambitious plans. The spring display of azaleas on the Spanish Steps is spilling over this year to two nearby piazzas and into the stream as well.

And Bruno Vergari, Rome's director of public gardens, is already planning how to landscape the area between the Imperial and the Roman forums after removal of the street that divides them.

There is resistance to this plan. The street is one of the city's major arteries, and many Romans think the use of the street more important than beautifying the city.

"But it will happen," Angriani said. "We are going to win."

Already the street is closed on Sundays and holidays to museum strolling Romans to the joy of not sharing the area with cars, trucks, buses, motorcycles and scooters. "Fools, imbeciles," Angriani muttered, referring to those who favor parking spaces over potted plants.

He is determined to resist any move to "Americanize" Rome with freeways.

"That is the way to make a city die," he said.

He wants the parks to incorporate many concepts of recreation, always with places for refreshment — coffee, ice cream, pastries, sandwiches — but also with music, pony rides, merry-go-rounds, grazing wild animals if there is space, and electric carts for old people if the area is large.

The biggest problem is money. The transformation of the Piazza Venezia cost only about \$12,000, but millions are needed to make all the dreams come true.

"We have not received our appropriation for this year," Angriani said. "But I have no doubt that the city will continue this work."

100 Hurt in Japan Quake

TOKYO — An earthquake measuring 7.3 on the open-ended Richter scale hit northern Japan Sunday morning. Police said more than 100 persons were injured. The hardest-hit area was Utsunomiya, a fishing town on Hokkaido, where the earthquake split open streets.

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